CENSUS OF BUSINESS: 1935

WHOLESALE DISTRIBUTION

PART II

Volume IV.—STATES BY KINDS OF BUSINESS
Volume V.—EMPLOYMENT AND PAY ROLL
Volume VI.—SIZE OF BUSINESS AND ANALYSIS OF RECEIPTS
Volume VII.—CREDIT SALES AND CLASSES OF CUSTOMERS
Volume VIII.—COMMODITY SALES
DISTRIBUTION OF MANUFACTURERS' SALES

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UNITED STATES CENSUS OF BUSINESS: 1935

WHOLESALE DISTRIBUTION

PART II

PREPARED UNDER THE SUPERVISION OF

FRED A. GOSNELL

Chief Statistician for Census of Business

VOLUME IV. KINDS OF BUSINESS—FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS ANALYZED BY 142 KINDS OF BUSINESS BY STATES

VOLUME V. EMPLOYMENT AND PAY ROLL—MONTHLY EMPLOYMENT BY KINDS OF BUSINESS AND EMPLOYMENT AND PAY ROLL FOR ONE WEEK BY OCCUPATIONAL CLASSES

VOLUME VI. BUSINESS-SIZE GROUPS AND ANALYSIS OF OPERATING EXPENSES—WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS ONLY

VOLUME VII. CREDIT SALES AND SALES BY CLASSES OF CUSTOMERS

VOLUME VIII. COMMODITY SALES

DISTRIBUTION OF MANUFACTURERS' SALES

UNITED STATES GOVERNMENT PRINTING OFFICE
WASHINGTON: 1937

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UNITED STATES DEPARTMENT OF COMMERCE
Daniel C. Roper, Secretary
BUREAU OF THE CENSUS
William L. Austin, Director

CENSUS OF BUSINESS: 1935

WHOLESALE DISTRIBUTION

VOLUME IV

KINDS OF BUSINESS

FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS
ANALYZED BY 142 KINDS OF BUSINESS
BY STATES

February, 1937

UNITED STATES DEPARTMENT OF COMMERCE

Daniel C. Roper, Secretary

BUREAU OF THE CENSUS

William L. Austin, Director

CENSUS OF BUSINESS: 1935

Fred A. Gosnell, Chief Statistician
William A. Ruff, Assistant

This is one of a series of final volumes on Wholesale Distribution, a part of the Census of Business, 1935. This volume, which presents by States the basic data for 142 kinds of business (groceries, drugs, hardware, etc.) of full-service and limited-function wholesalers, is in three parts.

Section One consists of Table I, and a description of terms and methods of classification. The table presents a summary for the United States covering the number of establishments, net sales, operating expenses, personnel, pay roll and stocks for 142 kinds of business.

Section Two consists of Table 1A, by States, showing the number of establishments, net sales, operating expenses, personnel, pay roll and stocks for each of 29 kind-of-business groups. This section presents a convenient arrangement, by kinds of business, of information published by States in Volume II.

Section Three consists of Table 1B, by States, showing the number of establishments, net sales, personnel and total pay roll for the 142 classifications into which the 29 kind-of-business groups are divided.

The statistics were collected in 1936 by a field canvass of wholesale establishments in every State, city and county in the United States, by the Bureau of the Census, with funds provided by the Works Progress Administration. They cover the operations of wholesale establishments during the year 1935.

Wholesale trade reports are prepared under the supervision of John Guernsey, Distribution Economist for the Census Bureau, by John Albright, assisted by Dr. Albert Haring, Edwin P. Slabaugh and John J. Lennon.

WHOLESALE DISTRIBUTION: 1935

ARRANGEMENT AND CONTENTS OF VOLUMES

Volume I - Summary for the United States. Contains national summaries of the tabular data presented in the other volumes in detail; a description of the Wholesale Census, explanations of terms, classifications and tables; and an analysis of Wholesale Trade for 1935 as compared with 1933 and 1929.

It also contains new matter not treated in greater detail elsewhere, including a section on wholesale chains showing number of establishments, net sales, expenses, employees and pay roll of multi-unit organizations; a study of cooperative and voluntary group wholesaling; and a summary of the number and nature of establishments operated by Negro proprietors.

Volume II - States and 25 Selected Cities. Presents number of establishments, net sales, expenses, personnel, pay roll and stocks for each State and for each of 25 selected wholesale trade centers (Table 1). The data are analyzed by types of operation and by kinds of business.

Volume III - Cities and Counties. Presents number of establishments, net sales, personnel and pay roll for each city of more than 5,000 population and for each county (Table 13). The data are analyzed by types of operation and by kinds of business for cities of more than 50,000 population (Table 12A) and by kinds of business for cities of 20,000 to 50,000 population (Table 12B).

Volume IV - Kinds of Business of Full-Service and Limited-Function Wholesalers, By States. Presents, by States, the number of establishments, net sales, expenses, personnel, pay roll and stocks for each of 29 kind-of-business groups (Table 1A). In a separate section number of establishments, net sales, proprietors, employees and total pay roll are shown for 142 kinds of business, by States (Table 1B).

Volume V - Employment and Pay Roll.

a. Monthly employment data by kinds of business (Table 2).

b. Analysis of employment and pay roll by occupational classes (executive, office and clerical, salesmen, etc.) for a representative week of 1935 (Table 3).

Volume VI - Business Size Groups and Analysis of Operating Expenses.

a. Number of establishments, net sales and operating expenses of wholesale merchants and industrial distributors, by business size groups and kinds of business (Table 4).

b. Functional division of operating expenses (administrative, selling, etc.) of wholesale merchants and industrial distributors, by kinds of business (Table 5).

Volume VII - Credit Sales and Sales by Classes of Customers.

a. Credit business of full-service and limited-function wholesalers and of manufacturers' sales branches, by kinds of business (Table 6).

b. Business of wholesale establishments analyzed to show sales to retailers, to industrial users, to household consumers, to other wholesale organizations and sales for export separately (Table 7). The data are presented by types of operation and kinds of business.

Volume VIII - Commodity Sales. Analysis of sales of wholesale establishments by commodities or lines of merchandise (Table 8). Data are shown for 99 major commodity lines, many of which are subdivided into detailed commodity items. In this volume the relative importance of the various commodities is shown for each of the 29 kind-of-business groups.

Special Subject Reports. Special reports will be issued in which the available Census data are assembled and analyzed. Among those in preparation, the completion of which is subject to the limitations of time and budget, are:

Cooperative Wholesaling, including Voluntary Groups
Drug Wholesaling
Electrical Wholesaling
Hardware Wholesaling
Multi-Unit Wholesaling
Tobacco Wholesaling
Cooperative Marketing of Agricultural Commodities

WHOLESALE DISTRIBUTION: 1935

VOLUME IV

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- All other 35

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- Automotive equipment 36
- Tires and tubes 36

Beer, wines and liquors:
- Beer and other fermented malt liquors 37
- Wines and liquors 37

Chemicals and paints:
- Dyestuffs 38
- Explosives 38
- Industrial chemicals 38
- Naval stores 38
- Paints and varnishes 38
- All other 39

Clothing and furnishings:
- Clothing and/or furnishings (full line) 39
- Men's and boys' 39
- Women's and children's 40
- Furs, dressed and fur clothing 40
- Hosiery 40
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Farm products-raw materials:
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- Horses and mules 46
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- Dairy and poultry products 48
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- All other 49

Farm supplies:
- Feed 49
- Fertilizer 49
- Seeds 49
- All other 50

Furniture and house furnishings:
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- Floor coverings 50
- Furniture (household and office) 50
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- Hardware (full line) 55
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Jewelry and optical goods:
- Jewelry (full line) 56
- Clocks and watches 56
- Diamonds and other precious stones 56
- Other jewelry specialties 57
- Optical goods 57

Lumber and construction materials:
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- Lumber and millwork 58
- Brick, tile and terra cotta 58
- Cement, lime and plaster 58
- Glass 58
- Sand, gravel and crushed stone 59
- All other 59

Machinery, equipment and supplies:
- Commercial machinery, equipment and supplies:
  - Office (except furniture) 59
  - Store, restaurant and hotel 59
  - All other 60
- Farm and dairy machinery and equipment 60
- Industrial equipment and supplies:
  - Industrial (full line) 60
  - Belting, hose and packing 61
  - Power transmission equipment 61
  - Rope, cordage and twine 61
  - All other 61

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  - Machine tools 62
  - Mining and quarrying 62
  - Oil well and oil refining 62
  - Power plant 63
  - Textile 63
  - Used machinery and equipment 63
  - All other 63
- Professional equipment and supplies:
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  - Surgical, medical and hospital 64
  - All other 64
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Metals and metal work (except scrap):
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- Copper 67
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- Other metals and metal work 67

Paper and its products:
- Wrapping or coarse paper and products 67
- Fine or printing and writing paper 68
- Stationery and stationery supplies 68
- Wall paper 68

Petroleum and its products 69

Plumbing and heating equipment and supplies:
- Plumbing and heating (full line) 69
- Heating (including stoves and ranges) 69
- Plumbing fixtures, equipment and supplies 70
- All other 70

Tobacco and its products (except leaf) 70

Waste materials:
- Iron and steel scrap 71
- Junk and scrap (full line) 71
- Waste paper, rags and rubber 72
- Nonferrous metals 72

All other products:
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- Flowers and nursery stock 73
- Forest products (except lumber) 73
- Leather and leather goods 73
- Oils and greases (animal and vegetable) 74
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WHOLESALE DISTRIBUTION: 1935

VOLUME IV

KINDS OF BUSINESS

OF FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS

BY STATES

This volume presents, by States, data for 142 kinds of business of full-service and limited-function wholesalers. The term "full-service and limited-function wholesalers" consists of wholesalers in domestic and foreign trade who take title to the goods they buy and sell and who are largely independent in ownership. The classification is somewhat broader than the conventional wholesale merchant or "jobber" and includes importers, exporters, industrial distributors, cash-and-carry wholesalers, desk jobbers, some converters in the dry goods trades, wagon distributors, mail-order wholesalers and cooperative or voluntary group wholesalers. 1/

The leading type in the group is the conventional wholesale merchant or "jobber", who accounts for 88 percent of the establishments and 82 percent of the sales. These ratios vary somewhat as among the kinds of business, although the wholesale merchant dominates each classification.

The relation of full-service and limited-function wholesalers to the other types is shown by the following summary of all wholesale establishments:

Type of Operation	Establishments		Net sales	
	Number	Percent of total	Amount	Percent of total
Total	176,756	100.0	$42,802,913,000	100
Full-service and limited-function wholesalers	88,931	50.3	17,661,691,000	41
Manufacturers' sales branches (With stocks)	11,634	6.6	7,446,014,000	17
Manufacturers' sales offices (Without stocks)	4,196	2.4	3,620,074,000	9
Bulk tank stations	27,333	15.4	2,704,047,000	6
Agents and brokers	18,147	10.3	8,908,076,000	21
Assemblers	26,515	15.0	2,463,011,000	6

SECTION ONE

DESCRIPTION OF TERMS

Number of Establishments.—The count of establishments represents the number of places of business of full-service and limited-function wholesalers engaged primarily in selling goods at wholesale. Each place of business of multi-unit wholesalers is counted separately.

1/ For a detailed discussion of the several types of operation, see Volume I or II.

Net Sales.--The term "net sales" as used here includes total receipts from the sale of merchandise or services, or receipts derived from other sources in the normal operation of the business. Sales taxes are included. The value of goods returned by, or allowances made to, customers has been deducted.

Operating Expenses.--This item includes all expenses incurred during the year 1935 by the reporting establishments. It covers total pay roll as defined below and all other expenses incident to the operation of the business, such as administrative, selling, delivery, warehouse, occupancy and other expenses. The amount does not include charges to capital accounts, cost of goods sold, income taxes, etc. In the case of unincorporated businesses no compensation is included for the services of proprietors and firm members. (Operating expenses of wholesale merchants are analyzed in Volume VI.)

Active Proprietors.--The number of active proprietors includes owners or partners of unincorporated concerns devoting the major portion of their time to the operation of the business. Although they are actively engaged in the business, their number is not included in the count of employees, nor is their compensation included in pay roll. Executives of corporations are classified as employees, not as proprietor-owners.

Employees.--This item includes the number of full-time and part-time paid employees of wholesale establishments, including salaried corporation officers and executives. The average is arrived at by totalling the number reported monthly (for the pay period ending nearest the 15th of each month) and dividing the sum by 12. Manufacturing employees of wholesale establishments who are included in the Census of Manufactures are omitted from these figures.

Pay Roll.--Pay roll is the total compensation (salaries, wages, bonuses and commissions) paid to employees during the year. It includes no compensation for proprietors and firm members of unincorporated concerns. The total is analyzed in Table 1A to show payments to full-time and part-time employees separately.

Stocks on Hand.--The inventory value (at cost) of all merchandise on hand for resale at the end of the year 1935. The amount includes merchandise held on consignment as well as goods owned.

CLASSIFICATION BY KIND OF BUSINESS

To make the statistics of most value each establishment is classified by kind of business (drugs, groceries, hardware, etc.) based upon the principal lines of merchandise handled or the trade designation. The statistics presented in this manner enable a wholesaler to compare his accomplishments with those of other wholesale establishments operating in the same line of trade and in the same area in which his business is located, and permit significant comparisons with respect to average sales per establishment, operating expenses, pay roll and stocks on hand, in relation to sales.

Guided largely by the experience of previous censuses, the establishments have been divided into 29 kind-of-business groups. These groups comprise 142 minor or detailed classifications. (For complete list see Index, Page VI.) In arranging the classifications, three factors were considered:

1. The way in which certain goods are distributed, namely, the Channels of Distribution.
2. The Source of Supply of the commodity or commodities under consideration.
3. The Utilization of the commodity by those who purchase it from the reporting firm.

To illustrate, soap powder used for household consumption is included among groceries, since the great bulk of such merchandise is handled through grocery channels. This classification obviously follows the first basis mentioned, namely; channels of distribution. Hides and skins, on the other hand, are classified under "farm products-raw materials" on the basis of their source of supply. Similarly, fruits and vegetables are classified under "farm products-consumer goods". Shoes are classified under "clothing and furnishings" because of the way in which they are utilized.

In some cases it was necessary to combine 2 or 3 of the bases mentioned. For example, stoves and ranges are classified as "plumbing and heating equipment and supplies", partly because they are distributed through plumbing channels but largely because they are used for heating purposes, so that both the channels of distribution and the utilization of the products are followed in this case.

To assist in determining the proper classification of establishments, each respondent was requested to give the usual name or designation by which the business was known to the trade or public. In addition, he was asked to name the principal lines of merchandise sold or handled, in the order of their importance, based upon net sales for 1935. The information supplied in the reply to these inquiries, together with the analysis of sales by commodities, served to determine the proper kind-of-business classification for the establishment. In general, the kind-of-business group classification was arrived at through the trade designation, while the lines of merchandise or commodities handled determined the more detailed classification. Establishments engaged in more than one kind of business were classified according to the line which predominated during the year 1935.

Although kind of business is predicated in part upon the commodities handled, it must not be confused with the commodities themselves, as most establishments handle more than a single commodity or line of merchandise. For example, wholesale grocers frequently sell drug items, paper goods and tobacco products, while hardware wholesalers sell automotive parts, wiring supplies, sporting goods or radios. (An analysis of sales by commodities is presented in Volume VIII.)

COVERAGE.—Due to the absence of legislation which during regular census years makes reporting mandatory, the data are affected slightly by incomplete coverage. In addition to a few scattered concerns elsewhere which failed to cooperate, the Bureau was unable to obtain complete coverage in parts of Colorado, Nebraska and Missouri. (For a discussion of coverage, refer to Volume I.)

DISCLOSURE OF INDIVIDUAL OPERATIONS.—In this volume the data are presented in as much detail as possible. The confidential nature of the material, however, requires the withholding of many items of information to avoid disclosing individual operations. In general, figures are withheld when they represent fewer than three establishments or ownerships. In some cases it has been necessary also to withhold data for a larger number of establishments to protect deleted information from disclosure.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 1.--NUMBER OF ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS OF FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS BY KINDS OF BUSINESS IN DETAIL

Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
UNITED STATES	88,931	$17,661,691	$2,228,347	61,586	759,556	$1,162,275	$1,139,130	$23,145	$2,067,649
Amusement and Sporting Goods	1,068	117,045	21,308	641	7,076	12,092	11,811	281	14,223
Cameras and motion picture eqpt. & spls.	74	4,897	1,033	44	407	624	606	18	915
Moving picture films	191	38,268	6,063	43	1,623	3,447	3,396	51	1,420
Sporting goods (full line)	134	17,020	3,631	78	1,275	1,982	1,963	19	4,053
Toys, novelties and fireworks	461	35,393	6,974	349	2,543	4,102	3,987	115	5,166
All other	208	21,467	3,607	127	1,228	1,937	1,859	78	2,669
Automotive	5,672	780,424	131,401	3,363	49,514	75,276	74,539	737	107,830
Automobiles and other motor vehicles	399	378,726	36,051	130	11,316	19,118	18,942	176	23,782
Automotive equipment	4,840	349,186	87,265	2,932	35,511	52,042	51,546	496	74,867
Tire and tubes	433	52,512	8,085	301	2,687	4,116	4,051	65	9,181
Beer, Wines and Liquors	5,496	698,511	91,814	4,298	31,380	43,682	42,485	1,197	55,043
Beer and other fermented malt liquors	4,016	281,259	40,791	3,496	15,379	18,379	17,604	775	9,974
Wines and liquors	1,480	417,252	51,023	802	16,001	25,303	24,881	422	45,069
Chemicals and Paints	1,426	275,301	46,008	627	10,741	20,530	20,191	339	32,559
Dyestuffs	57	15,816	4,160	18	675	1,694	1,690	4	1,697
Explosives	26	1,615	286	12	121	149	125	24	291
Industrial chemicals	204	80,310	9,922	40	2,349	5,350	5,281	69	8,452
Naval stores	36	33,148	1,683	3	470	849	833	16	2,817
Paints and varnishes	772	66,328	15,063	370	4,997	7,931	7,786	145	12,855
All other	331	78,084	14,894	184	2,129	4,557	4,476	81	6,447
Clothing and Furnishings	3,960	648,881	88,577	3,177	25,383	46,350	45,761	589	73,495
Clothing and/or furnishings (full line)	574	65,505	9,407	523	3,057	4,976	4,894	82	8,948
Men's and boys'	1,001	117,443	16,124	874	4,743	8,270	8,113	157	17,137
Women's and children's	1,085	233,602	31,344	775	8,639	17,044	16,901	143	18,253
Furs, dressed and fur clothing	277	33,093	3,919	266	813	1,848	1,800	48	3,772
Hosiery	202	35,657	3,942	173	1,140	1,909	1,876	33	3,931
Millinery and millinery supplies	360	42,161	7,095	236	2,281	3,775	3,700	75	4,538
Shoes and other footwear	461	121,420	16,746	330	4,710	8,528	8,477	51	16,916
Coal and Coke	773	368,695	34,955	292	8,847	16,464	15,861	603	26,052
Drugs (full line)	295	324,113	41,274	36	15,077	22,465	22,399	66	55,348
Drugs and Drug Sundries (specialty lines)	1,268	123,469	25,760	774	8,010	12,420	12,212	208	13,206
Drug specialties	342	29,554	4,844	229	1,964	2,701	2,665	36	3,998
Patent medicines	215	21,995	4,110	111	1,110	1,898	1,855	43	1,356
Toilet articles and preparations	426	40,671	11,140	256	3,465	5,536	5,443	93	3,822
All other	285	31,249	5,666	178	1,471	2,285	2,249	36	4,030
Dry Goods (full line)	306	265,724	38,426	164	14,272	22,030	21,944	86	46,295
Dry Goods (specialty lines)	3,301	719,676	82,228	2,477	22,652	43,398	42,919	479	118,548
Notions	915	96,778	17,876	712	6,082	10,387	10,251	136	16,740
Piece goods	1,873	593,867	59,691	1,304	14,908	30,393	30,103	290	96,491
All other	513	29,031	4,661	461	1,662	2,618	2,565	53	5,317
Electrical Goods	2,438	576,542	99,460	1,051	30,088	52,495	51,924	571	75,424
Electrical merchandise (full line)	419	184,233	26,933	39	8,405	14,787	14,697	90	26,669
Apparatus and equipment	199	20,931	4,415	104	1,719	2,643	2,595	48	3,041
Wiring supplies and construction mtl.	734	76,859	14,455	354	5,331	8,352	8,136	216	13,053
Radios, refrigerators and appliances	1,086	294,519	53,657	554	14,633	26,713	26,496	217	32,661
Farm Products - raw materials	2,199	1,562,487	105,198	1,557	21,693	34,200	31,953	2,247	235,379
Cotton	263	518,244	34,807	206	2,406	5,204	5,062	142	68,582
Grain	474	483,949	27,080	234	5,888	9,983	9,764	219	74,997
Hides, skins and furs (raw)	874	189,342	15,282	696	3,668	7,004	6,703	301	24,266
Horses and mules	9	1,056	148	13	29	36	36	—	85
Livestock	26	2,557	329	28	113	167	154	13	316
Silk (raw)	16	67,393	2,059	9	223	879	877	2	9,229
Tobacco (leaf)	224	73,938	10,732	137	6,071	5,156	3,801	1,355	25,532
Wool and mohair	135	156,173	9,261	121	1,439	3,442	3,313	129	24,827
All other	178	69,835	5,500	113	1,856	2,329	2,243	86	7,545

(continued on next page)

* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 1.--NUMBER OF ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS OF FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS BY KINDS OF BUSINESS IN DETAIL

Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
(continued)									
Farm Products - consumer goods	11,188	$1,941,059	$213,552	10,128	77,316	$107,165	$104,118	$3,047	$47,140
Dairy products	2,178	427,966	72,198	1,284	25,161	37,459	37,111	348	9,833
Poultry and poultry products	1,778	230,602	18,124	1,712	7,750	8,517	7,999	518	5,884
Dairy and poultry products	1,019	304,576	24,995	822	8,373	12,912	12,571	341	8,229
Fruits and vegetables (fresh)	6,164	972,532	97,704	6,265	35,813	47,973	46,133	1,840	22,895
All other	49	5,383	531	45	219	304	304	--	299
Farm Supplies	1,433	281,731	35,100	892	12,739	16,566	15,840	726	33,213
Feed	951	149,087	14,001	633	5,524	6,768	6,572	196	11,244
Fertilizer	78	32,015	3,289	50	562	1,006	970	36	2,909
Seeds	354	90,759	16,848	186	6,290	8,348	7,882	466	18,289
All other	50	9,870	962	23	363	444	416	28	771
Furniture and House Furnishings	1,959	243,457	43,345	1,335	13,978	23,106	22,737	369	50,742
China, glassware and crockery	321	33,497	8,226	196	2,728	4,577	4,532	45	6,657
Floor coverings	366	89,021	12,321	202	3,551	6,144	6,086	58	22,559
Furniture (household and office)	375	38,164	7,626	249	2,542	4,074	3,971	103	5,917
House furnishings (except as specified)	784	69,327	11,151	643	3,875	6,051	5,917	134	11,746
Musical instruments and sheet music	113	13,448	4,021	45	1,282	2,260	2,231	29	3,863
General Merchandise	209	361,647	28,076	122	9,266	13,942	13,782	160	34,052
Groceries (full line)	3,833	1,953,762	173,757	1,443	67,563	98,077	97,352	725	242,071
Groceries and Foods (specialty lines)	12,156	1,682,961	209,791	10,434	79,646	108,429	105,838	2,591	132,811
Canned goods	291	77,222	10,556	222	2,608	4,280	4,280	--	9,724
Coffee, tea and spices	964	220,488	36,029	591	11,631	18,547	18,400	147	25,493
Confectionery	2,070	111,867	13,447	1,986	6,598	7,602	7,381	221	9,198
Fish and sea foods	1,285	120,054	22,337	1,078	8,497	11,481	10,925	556	6,510
Flour	505	77,909	7,369	365	2,459	3,413	2,835	578	5,005
Meats and meat products	2,218	441,852	46,634	2,171	16,283	24,847	24,415	432	12,583
Soft drinks	429	20,815	3,936	333	1,636	2,150	2,075	75	1,486
Sugar	126	62,382	3,260	57	1,154	1,702	1,640	62	3,498
Other food and grocery specialties	4,268	550,372	66,223	3,631	28,780	34,407	33,887	520	59,314
Hardware	1,129	428,249	77,981	454	30,741	46,178	45,851	327	106,980
Hardware (full line)	610	387,020	69,255	137	27,387	41,214	40,980	234	97,427
Hardware (specialty lines)	519	41,229	8,726	317	3,354	4,964	4,871	93	9,553
Jewelry and Optical Goods	1,801	180,685	35,481	1,300	11,105	19,185	18,973	212	47,213
Jewelry (full line)	224	42,107	6,999	174	2,031	3,513	3,470	43	12,700
Clocks and watches	160	29,198	5,230	110	1,044	2,542	2,483	59	4,045
Diamonds and other precious stones	274	27,732	3,256	280	568	1,272	1,252	20	12,759
Other jewelry specialties	758	53,834	9,678	611	3,098	5,354	5,284	70	13,141
Optical goods	385	27,814	10,318	125	4,364	6,504	6,484	20	4,568
Lumber and Construction Materials	2,817	491,857	82,051	1,251	27,245	42,813	40,839	1,974	63,652
Builders' supplies (full line)	504	76,051	16,162	212	5,758	8,740	8,134	606	10,733
Lumber and millwork	1,597	339,092	48,013	701	15,170	24,356	23,633	723	41,410
Brick, tile and terra cotta	119	8,732	1,882	48	577	943	908	35	1,414
Cement, lime and plaster	130	18,956	3,424	54	1,220	1,757	1,689	68	1,532
Glass	262	21,638	6,684	154	2,707	4,080	3,864	216	5,300
Sand, gravel and crushed stone	110	10,257	2,920	50	952	1,434	1,293	141	1,040
All other	95	17,131	2,966	32	861	1,503	1,318	185	2,223
Machinery, Equipment and Supplies	7,198	835,647	171,511	3,705	57,140	95,410	93,625	1,785	157,474
Commercial mchnry., eqpt. and spls.									
Office (except furniture)	194	14,308	4,194	131	1,656	2,472	2,425	47	2,040
Store, restaurant and hotel	673	44,860	11,757	464	4,443	6,738	6,589	149	7,567
All other	58	5,195	1,090	39	402	656	646	10	585
Farm and dairy machinery and equipment	336	45,250	8,153	181	2,818	4,327	4,237	90	9,047
Industrial equipment and supplies									
Industrial (full line)	189	79,828	15,176	20	5,282	8,800	8,735	65	18,420
Belting, hose and packing	168	12,281	3,092	66	959	1,779	1,750	29	1,976
Power transmission equipment	66	6,778	1,610	21	530	918	896	22	1,353
Rope, cordage and twine	56	14,087	1,535	33	465	952	941	11	1,394
All other	1,028	102,508	21,282	552	7,248	12,240	11,985	255	17,379

(continued on next page)

* Includes no compensation for proprietors and firm members of unincorporated businesses.

UNITED STATES SUMMARY

TABLE 1.--NUMBER OF ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS OF FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS BY KINDS OF BUSINESS IN DETAIL

Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
(continued)									
Machinery, Equipment and Spls. (continued)									
Industrial machinery									
Construction (incl. road building)	277	$53,831	$10,310	87	3,027	$5,358	$5,251	$107	$8,646
Machine tools	79	10,689	1,852	41	503	1,091	1,077	14	2,259
Mining and quarrying	87	11,184	2,098	37	717	1,210	1,183	27	2,586
Oil well and oil refining	759	152,273	16,799	157	4,650	8,165	7,889	274	27,168
Power plant	65	5,806	1,328	40	444	799	771	28	867
Textile	48	5,149	1,333	20	453	862	854	8	874
Used machinery and equipment	192	11,851	3,323	143	1,235	1,821	1,736	85	2,891
All other	354	24,292	6,379	205	2,143	3,728	3,611	117	4,816
Professional equipment and supplies									
Dental	256	23,202	6,528	110	2,416	4,120	4,100	20	6,406
Surgical, medical and hospital	203	26,033	7,410	78	2,513	4,286	4,263	23	4,481
All other	252	30,121	7,513	139	2,553	3,999	3,937	62	7,021
Service equipment and supplies									
Barber and beauty parlor	645	38,348	12,063	470	4,495	6,733	6,664	69	7,838
Laundry	138	21,768	4,802	35	1,276	2,581	2,551	30	2,688
Upholsterers'	200	25,636	5,887	101	1,746	3,033	2,989	44	6,764
All other	623	34,516	8,457	411	3,359	5,046	4,937	109	6,005
Transportation equipment and supplies									
Aircraft and aeronautical	15	1,445	285	3	108	191	189	2	323
Railroad	33	16,588	3,691	7	601	1,535	1,515	20	1,522
Boats (incl. motor, sail & steam)	71	5,447	1,094	47	372	611	603	8	1,245
All other	123	12,373	2,470	67	826	1,361	1,301	60	3,313
Metals and Metal Work (except scrap)	810	281,996	37,315	307	10,623	19,324	19,026	298	39,939
Iron and steel (except structural)	345	114,884	20,572	121	5,078	9,994	9,915	79	16,719
Structural iron and steel	93	18,965	3,877	22	1,541	2,342	2,291	51	3,358
Wire, wire fence and wire rope	61	7,759	1,152	30	477	655	590	65	1,078
Copper	19	4,635	488	12	145	262	261	1	667
Sheet metal products	179	40,243	6,253	78	2,155	3,402	3,341	61	5,520
Other metals and metal work	113	95,510	4,973	44	1,227	2,669	2,628	41	12,597
Paper and Its Products	2,549	408,935	74,843	1,417	25,605	44,459	43,957	502	57,933
Wrapping or coarse paper and products	1,572	291,576	49,837	914	17,307	30,149	29,869	280	39,320
Fine or printing and writing paper	211	62,540	11,153	54	3,197	6,764	6,730	34	8,689
Stationery and stationery supplies	504	38,209	8,487	337	3,359	5,003	4,876	127	6,411
Wall paper	262	16,610	5,366	112	1,742	2,543	2,482	61	3,513
Petroleum and Its Products	674	132,399	17,137	389	4,437	8,089	7,977	112	6,485
Plumbing and Heating Eqpt. and Spls.	1,743	243,173	48,202	636	16,919	26,851	26,396	455	50,812
Plumbing and heating (full line)	508	119,862	22,480	63	7,729	12,321	12,167	154	26,454
Heating (incl. stoves and ranges)	224	24,682	5,623	103	1,850	3,157	3,098	59	4,547
Plumbing fixtures, equipment and spls.	865	88,465	17,531	392	6,369	9,744	9,533	211	18,391
All other	146	10,164	2,568	78	971	1,629	1,598	31	1,420
Tobacco and Its Products (except leaf)	2,253	783,368	42,853	1,859	14,687	21,547	21,315	232	40,902
Waste Materials	4,793	399,664	58,093	4,405	29,461	30,482	29,230	1,252	34,117
Iron and steel scrap	1,456	166,181	20,731	1,320	9,059	10,525	10,080	445	14,845
Junk and scrap (full line)	1,537	79,537	13,288	1,541	8,236	7,131	6,679	452	8,293
Waste paper, rags and rubber	1,578	125,994	21,587	1,369	11,413	11,673	11,349	324	9,528
Nonferrous metals	222	27,952	2,487	175	753	1,153	1,122	31	1,451
All Other Products	4,184	550,233	72,850	3,052	26,352	39,250	38,275	975	68,711
Books, periodicals and newspapers	636	108,550	20,454	338	9,060	12,005	11,687	318	8,445
Flowers and nursery stock	539	25,124	5,048	482	1,934	2,593	2,513	80	1,367
Forest products (except lumber)	550	80,373	8,497	437	2,873	4,492	4,354	138	8,355
Leather and leather goods	1,057	104,873	13,834	856	4,487	7,208	7,106	102	18,235
Oils and greases (animal and veg.)	77	43,212	3,409	36	674	1,635	1,626	9	5,527
Rubber (crude)	27	62,436	2,761	5	333	1,077	1,077	--	12,255
Textiles and materials other than dry goods	305	35,445	5,263	262	2,392	2,972	2,889	83	4,590
Yarns	175	41,562	3,800	115	1,183	1,999	1,949	50	4,100
Miscellaneous kinds of business	818	48,658	9,784	521	3,416	5,269	5,074	195	5,837

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* Includes no compensation for proprietors and firm members of unincorporated businesses.

WHOLESALE DISTRIBUTION: 1935

VOLUME IV

SECTION TWO

29 MAJOR KINDS OF BUSINESS OF FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS BY STATES

This section presents, by States, information shown in summary for the United States in Table I, Page XI. It consists of Table 1A which shows the number of establishments, net sales, operating expenses, personnel, pay roll and stocks on hand for each of the 29 kind-of-business groups.

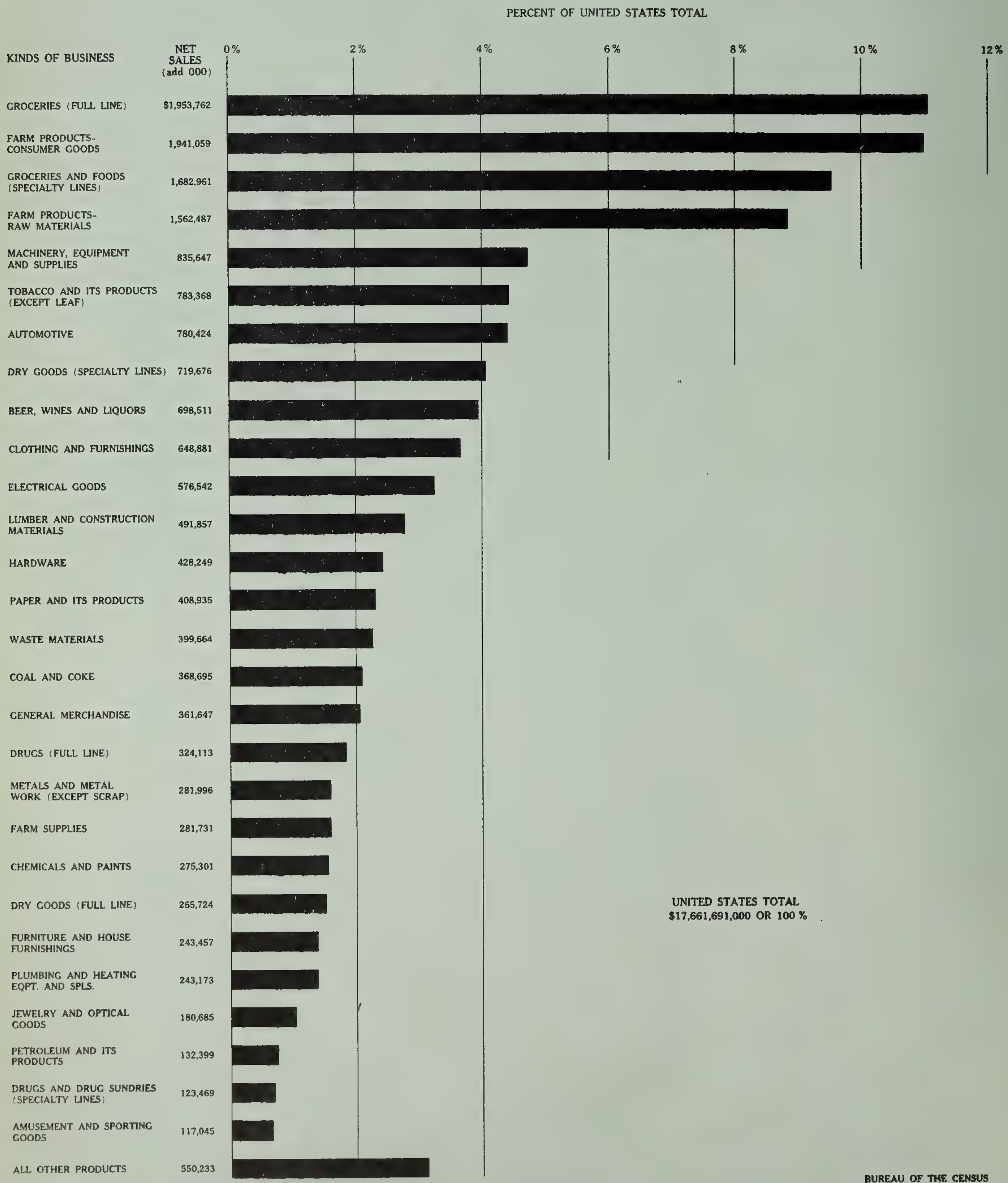
The statistics contained herein are presented by kind-of-business classifications in the same detail as published in Volume II by States. To protect the confidential nature of the material, no information is shown which would disclose the operations of a single establishment or ownership. Where information must be withheld for this reason, the number of establishments is shown but an "X" is substituted for each of the other amounts.

The 29 kind-of-business groups appear in Table 1A as follows:

	Page
Amusement and sporting goods	3
Automotive	4
Beer, wines and liquors	5
Chemicals and paints	6
Clothing and furnishings	7
Coal and coke	8
Drugs (full line)	9
Drugs and drug sundries (specialty lines)	10
Dry goods (full line)	11
Dry goods (specialty lines)	12
Electrical goods	13
Farm products-raw materials	14
Farm products-consumer goods	15
Farm supplies	16
Furniture and house furnishings	17
General merchandise	18
Groceries (full line)	19
Groceries and foods (specialty lines)	20
Hardware	21
Jewelry and optical goods	22
Lumber and construction materials	23
Machinery, equipment and supplies	24
Metals and metal work	25
Paper and its products	26
Petroleum and its products	27
Plumbing and heating equipment and supplies	28
Tobacco and its products	29
Waste materials	30
All other products	31

WHOLESALE DISTRIBUTION: 1935

CHART 1 - NET SALES OF FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS BY KINDS OF BUSINESS



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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MAJOR KINDS OF BUSINESS

TABLE 1-A.--NUMBER OF ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

Division and State	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
	AMUSEMENT AND SPORTING GOODS								
UNITED STATES	1,068	$117,045	$21,308	641	7,076	$12,092	$11,811	$281	$14,223
NEW ENGLAND	73	4,598	903	47	390	496	475	21	746
Connecticut	16	771	129	12	55	66	63	3	164
Maine	5	418	98	2	50	63	63	--	168
Massachusetts	44	3,204	600	30	235	334	320	14	359
New Hampshire	--	--	--	--	--	--	--	--	--
Rhode Island	8	205	76	3	50	33	29	4	55
Vermont	--	--	--	--	--	--	--	--	--
MIDDLE ATLANTIC	400	58,951	9,762	263	2,910	5,602	5,526	76	6,521
New Jersey	23	8,990	571	15	118	228	228	--	391
New York	306	41,808	7,546	189	2,243	4,410	4,356	54	4,760
Pennsylvania	71	8,153	1,645	59	549	964	942	22	1,370
EAST NORTH CENTRAL	175	14,025	3,312	96	1,089	1,828	1,765	63	1,471
Illinois	58	5,793	1,367	34	406	728	692	36	680
Indiana	19	925	275	5	88	178	174	4	78
Michigan	23	1,556	292	14	109	169	165	4	138
Ohio	52	4,183	975	35	376	560	546	14	401
Wisconsin	23	1,568	403	8	110	193	188	5	174
WEST NORTH CENTRAL	79	x	x	x	x	x	x	x	x
Iowa	12	413	101	4	40	61	60	1	111
Kansas	2	x	x	x	x	x	x	--	x
Minnesota	18	1,399	318	11	108	168	157	11	164
Missouri	35	2,817	707	22	241	360	350	10	407
Nebraska	12	849	270	7	92	168	163	5	78
North Dakota	--	--	--	--	--	--	--	--	--
South Dakota	--	--	--	--	--	--	--	--	--
SOUTH ATLANTIC	64	x	x	x	x	x	x	x	x
Delaware	2	x	x	x	x	x	x	--	x
District of Columbia	10	1,227	266	5	112	175	171	4	112
Florida	6	384	82	3	24	28	28	--	80
Georgia	12	1,957	435	--	120	208	206	2	265
Maryland	16	1,084	233	12	87	116	114	2	165
North Carolina	12	922	238	6	133	160	140	20	56
South Carolina	--	--	--	--	--	--	--	--	--
Virginia	3	88	13	2	3	6	5	1	19
West Virginia	3	43	7	2	6	4	4	--	8
EAST SOUTH CENTRAL	17	x	x	x	x	x	x	x	x
Alabama	5	218	54	3	19	40	36	4	71
Kentucky	6	272	94	4	30	74	72	2	31
Mississippi	1	x	x	x	x	x	x	--	x
Tennessee	5	442	84	5	28	46	43	3	33
WEST SOUTH CENTRAL	63	5,366	1,130	35	487	695	683	12	637
Arkansas	3	505	107	1	30	43	43	--	119
Louisiana	9	544	155	2	57	92	88	4	28
Oklahoma	14	425	82	5	51	52	51	1	54
Texas	37	3,892	786	27	349	508	501	7	436
MOUNTAIN	29	1,959	543	9	196	254	248	6	365
Arizona	--	--	--	--	--	--	--	--	--
Colorado	14	1,140	298	5	112	144	141	3	246
Idaho	2	x	x	x	x	x	x	x	x
Montana	2	x	x	--	x	x	x	--	x
Nevada	1	x	x	--	x	x	x	--	x
New Mexico	1	x	x	x	x	x	x	--	x
Utah	9	631	176	1	59	93	91	2	73
Wyoming	--	--	--	--	--	--	--	--	--
PACIFIC	168	19,935	2,741	102	945	1,591	1,553	38	2,838
California	122	17,101	2,164	80	729	1,269	1,240	29	2,484
Oregon	14	503	112	7	55	65	61	4	77
Washington	32	2,331	465	15	161	257	252	5	277

* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MAJOR KINDS OF BUSINESS

TABLE 1-A.--NUMBER OF ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

Division and State	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
	AUTOMOTIVE								
UNITED STATES	5,672	$780,424	$131,401	3,363	49,514	$75,276	$74,539	$737	$107,830
NEW ENGLAND	314	52,882	8,045	145	3,165	4,716	4,686	30	6,490
Connecticut	66	8,478	1,425	43	542	826	823	3	1,171
Maine	25	2,334	582	10	202	332	327	5	445
Massachusetts	171	37,781	5,030	70	2,029	2,971	2,955	16	4,057
New Hampshire	14	1,112	202	6	73	116	115	1	181
Rhode Island	26	1,971	519	13	199	312	312	--	449
Vermont	12	1,206	287	3	120	159	154	5	187
MIDDLE ATLANTIC	1,001	183,010	30,900	520	10,029	16,969	16,848	121	24,083
New Jersey	130	25,948	3,222	51	1,076	1,785	1,771	14	4,381
New York	519	105,825	18,582	251	5,431	10,055	9,977	78	11,592
Pennsylvania	352	51,237	9,096	218	3,522	5,129	5,100	29	8,110
EAST NORTH CENTRAL	1,416	198,880	31,931	827	11,900	18,135	17,955	180	23,772
Illinois	433	54,584	9,848	251	3,581	5,814	5,729	85	7,314
Indiana	162	25,775	3,492	86	1,391	1,973	1,965	8	2,649
Michigan	287	52,680	7,953	193	2,623	4,020	3,980	40	5,531
Ohio	403	54,614	8,118	247	3,337	4,947	4,912	35	6,210
Wisconsin	131	11,227	2,520	50	968	1,381	1,369	12	2,068
WEST NORTH CENTRAL	749	92,782	16,454	478	6,508	9,197	9,109	88	14,740
Iowa	137	15,536	2,630	82	1,068	1,479	1,456	23	2,305
Kansas	99	8,124	1,473	72	676	819	813	6	1,405
Minnesota	134	25,259	4,040	77	1,630	2,431	2,418	13	3,556
Missouri	222	23,221	4,643	175	1,898	2,677	2,645	32	3,670
Nebraska	72	10,672	1,864	35	709	1,010	1,002	8	1,781
North Dakota	39	5,020	952	15	267	386	385	1	976
South Dakota	46	4,950	852	22	260	395	390	5	1,047
SOUTH ATLANTIC	478	55,050	10,092	281	4,141	5,901	5,854	47	7,680
Delaware	5	745	204	2	70	111	111	--	197
District of Columbia	30	9,337	1,148	25	459	653	653	--	696
Florida	79	6,464	1,237	50	542	785	775	10	971
Georgia	64	10,818	2,010	21	765	1,140	1,132	8	1,211
Maryland	61	3,670	959	44	417	574	566	8	756
North Carolina	95	10,649	1,810	72	749	1,032	1,024	8	1,537
South Carolina	28	2,665	522	8	240	325	320	5	362
Virginia	50	5,797	1,211	19	507	718	714	4	1,151
West Virginia	66	4,905	991	40	392	563	559	4	799
EAST SOUTH CENTRAL	203	16,425	3,566	119	1,509	2,055	2,046	9	2,898
Alabama	36	2,846	616	27	278	330	329	1	560
Kentucky	72	4,188	940	39	434	569	568	1	739
Mississippi	28	2,204	506	19	209	293	291	2	393
Tennessee	67	7,187	1,504	34	588	863	858	5	1,206
WEST SOUTH CENTRAL	455	48,902	9,245	285	3,882	5,472	5,432	40	8,532
Arkansas	37	1,979	582	20	247	352	348	4	536
Louisiana	49	6,875	1,510	26	621	870	863	7	1,395
Oklahoma	115	7,994	1,705	75	711	1,005	998	7	1,571
Texas	254	32,054	5,448	164	2,303	3,245	3,223	22	5,030
MOUNTAIN	227	24,437	4,489	115	1,742	2,502	2,471	31	4,025
Arizona	28	3,676	671	15	262	383	378	5	705
Colorado	73	6,665	1,389	48	584	767	757	10	1,077
Idaho	21	1,242	272	12	101	152	151	1	317
Montana	30	4,401	709	2	207	356	348	8	732
Nevada	4	258	60	2	16	33	33	--	43
New Mexico	18	1,255	170	10	88	149	149	--	300
Utah	42	5,869	967	22	428	566	560	6	620
Wyoming	11	1,071	251	4	56	96	95	1	231
PACIFIC	829	108,056	16,679	593	6,638	10,329	10,138	191	15,610
California	608	84,864	12,202	496	4,984	7,745	7,575	170	11,606
Oregon	84	10,882	1,740	34	638	996	986	10	1,733
Washington	137	12,310	2,737	63	1,016	1,588	1,577	11	2,271

* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MAJOR KINDS OF BUSINESS

TABLE 1-A.--NUMBER OF ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

Division and State	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
	BEER, WINES AND LIQUORS								
UNITED STATES	5,496	$698,511	$91,814	4,298	31,380	$43,682	$42,485	$1,197	$55,043
NEW ENGLAND	307	68,866	9,299	158	3,039	4,590	4,453	137	4,756
Connecticut	68	13,527	1,563	40	585	847	840	7	954
Maine	28	3,462	528	11	179	196	188	8	111
Massachusetts	146	42,335	5,977	64	1,839	2,910	2,799	111	3,050
New Hampshire	18	1,325	213	14	95	104	101	3	45
Rhode Island	30	7,246	827	15	275	463	460	3	545
Vermont	17	971	191	14	66	70	65	5	51
MIDDLE ATLANTIC	1,480	190,083	27,155	1,213	8,440	12,987	12,724	263	17,587
New Jersey	148	31,094	5,046	86	1,568	2,430	2,396	34	2,681
New York	471	125,082	18,147	249	4,973	8,746	8,626	120	14,067
Pennsylvania	861	33,907	3,962	878	1,899	1,811	1,702	109	839
EAST NORTH CENTRAL	1,324	157,125	18,613	1,040	7,027	9,254	8,951	303	9,659
Illinois	552	69,418	7,748	468	3,029	4,030	3,928	102	5,765
Indiana	124	15,042	2,247	47	706	1,018	971	47	762
Michigan	213	26,656	2,632	192	1,069	1,273	1,228	45	982
Ohio	167	18,464	2,962	110	996	1,304	1,255	49	522
Wisconsin	268	27,545	3,024	223	1,227	1,629	1,569	60	1,628
WEST NORTH CENTRAL	653	69,008	8,839	589	3,065	3,872	3,748	124	5,073
Iowa	114	8,191	1,336	95	482	499	478	21	244
Kansas	57	4,220	546	55	236	236	226	10	129
Minnesota	191	19,761	2,268	188	778	1,087	1,050	37	1,252
Missouri	160	24,334	2,790	135	891	1,339	1,306	33	2,318
Nebraska	70	7,410	983	69	403	375	362	13	795
North Dakota	35	2,424	432	30	115	148	143	5	92
South Dakota	26	2,668	484	17	160	188	183	5	243
SOUTH ATLANTIC	388	60,750	8,171	215	2,868	3,765	3,685	80	5,074
Delaware	13	2,251	292	5	112	206	203	3	133
District of Columbia	29	9,511	1,122	4	357	608	603	5	697
Florida	44	14,445	1,617	11	519	719	708	11	2,018
Georgia	36	2,836	449	24	261	249	247	2	192
Maryland	83	15,659	2,309	63	715	960	933	27	1,135
North Carolina	30	2,002	384	20	145	148	140	8	106
South Carolina	32	5,015	507	11	210	232	232	--	453
Virginia	58	4,821	776	42	249	304	291	13	219
West Virginia	63	4,210	715	35	300	339	328	11	121
EAST SOUTH CENTRAL	173	23,831	2,432	119	974	1,224	1,191	33	1,388
Alabama	2	x	x	x	x	x	x	x	x
Kentucky	111	19,476	1,682	77	629	878	856	22	1,237
Mississippi	26	x	x	x	x	x	x	x	x
Tennessee	34	2,593	471	24	218	231	227	4	65
WEST SOUTH CENTRAL	324	33,117	4,116	244	1,538	1,830	1,788	42	3,109
Arkansas	38	4,887	681	31	183	202	197	5	439
Louisiana	59	10,530	1,325	28	557	677	665	12	990
Oklahoma	44	3,129	516	31	160	194	181	13	91
Texas	183	14,571	1,594	154	638	757	745	12	1,589
MOUNTAIN	175	15,587	2,196	143	713	858	815	43	1,228
Arizona	27	3,203	454	22	148	175	159	16	270
Colorado	33	4,407	562	19	229	301	296	5	390
Idaho	25	1,077	169	26	54	47	42	5	61
Montana	17	888	166	20	23	42	35	7	18
Nevada	22	1,398	213	18	66	89	84	5	151
New Mexico	11	1,694	271	7	71	67	67	--	205
Utah	26	1,233	249	21	83	79	75	4	19
Wyoming	14	1,687	112	10	39	58	57	1	114
PACIFIC	672	80,144	10,993	577	3,716	5,302	5,130	172	7,169
California	560	69,420	9,489	486	3,269	4,621	4,471	150	6,320
Oregon	34	3,032	467	31	144	202	196	6	246
Washington	78	7,692	1,037	60	303	479	463	16	603

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MAJOR KINDS OF BUSINESS

TABLE 1-A.--NUMBER OF ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

Division and State	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000) Total	Pay Roll* (add 000) Full-time	Pay Roll* (add 000) Part-time	Stocks on hand, end of year (add 000)
	CHEMICALS AND PAINTS								
UNITED STATES	1,426	$275,301	$46,008	627	10,741	$20,530	$20,191	$339	$32,559
NEW ENGLAND	119	x	x	x	x	x	x	x	x
Connecticut	25	2,186	557	13	217	315	277	38	426
Maine	4	124	35	1	20	20	15	5	26
Massachusetts	71	14,643	2,258	26	596	1,117	1,110	7	1,333
New Hampshire	1	x	--	x	--	--	--	--	--
Rhode Island	17	3,833	555	2	156	328	327	1	345
Vermont	1	x	x	x	x	x	x	--	x
MIDDLE ATLANTIC	465	139,280	24,238	180	3,888	8,901	8,821	80	14,095
New Jersey	47	7,907	999	19	292	608	601	7	799
New York	337	123,451	21,604	125	3,110	7,453	7,389	64	12,233
Pennsylvania	81	7,922	1,635	36	486	840	831	9	1,063
EAST NORTH CENTRAL	332	39,538	7,709	118	2,348	4,335	4,265	70	4,824
Illinois	116	14,283	2,704	32	721	1,434	1,423	11	1,532
Indiana	30	1,923	507	12	200	274	262	12	343
Michigan	52	8,167	1,641	17	489	954	940	14	883
Ohio	101	12,899	2,296	47	728	1,360	1,334	26	1,458
Wisconsin	33	2,266	561	10	210	313	306	7	608
WEST NORTH CENTRAL	137	x	x	x	x	x	x	x	x
Iowa	30	3,043	736	15	263	326	321	5	632
Kansas	7	499	192	3	57	99	84	15	122
Minnesota	29	2,464	518	12	183	298	291	7	650
Missouri	52	6,486	1,194	25	409	728	719	9	902
Nebraska	12	911	273	3	85	141	140	1	199
North Dakota	5	765	195	4	63	89	79	10	231
South Dakota	2	x	x	x	x	x	x	x	x
SOUTH ATLANTIC	108	30,644	2,252	59	709	1,129	1,104	25	3,298
Delaware	3	246	54	2	23	31	31	--	40
District of Columbia	10	1,141	230	7	82	136	135	1	206
Florida	22	13,298	354	6	102	165	155	10	1,266
Georgia	12	9,434	404	4	130	222	217	5	819
Maryland	24	2,269	378	18	118	173	171	2	261
North Carolina	16	1,565	300	8	73	127	123	4	166
South Carolina	4	478	88	2	33	42	41	1	81
Virginia	12	1,818	377	7	126	197	195	2	407
West Virginia	5	395	67	5	22	36	36	--	52
EAST SOUTH CENTRAL	28	x	x	x	x	x	x	x	x
Alabama	4	4,202	247	2	91	119	118	1	406
Kentucky	10	503	125	3	51	83	83	--	113
Mississippi	1	x	x	--	x	x	x	--	x
Tennessee	13	3,633	619	4	181	314	313	1	547
WEST SOUTH CENTRAL	57	5,800	1,064	23	364	553	540	13	1,593
Arkansas	5	400	84	2	33	48	43	5	47
Louisiana	15	1,357	268	5	88	141	137	4	219
Oklahoma	11	319	53	5	23	33	33	--	45
Texas	26	3,724	659	11	220	331	327	4	1,282
MOUNTAIN	26	2,218	559	15	174	262	255	7	549
Arizona	1	x	x	--	x	x	x	--	x
Colorado	7	324	63	6	26	37	37	--	71
Idaho	3	330	102	2	33	48	46	2	123
Montana	2	x	x	--	x	x	x	--	x
Nevada	1	x	x	--	x	x	x	--	x
New Mexico	1	x	x	--	x	x	x	--	x
Utah	11	1,036	299	7	89	123	118	5	251
Wyoming	--	--	--	--	--	--	--	--	--
PACIFIC	154	14,075	2,559	115	858	1,327	1,284	43	2,164
California	120	12,208	2,178	97	726	1,118	1,082	36	1,812
Oregon	15	841	143	10	42	74	72	2	72
Washington	19	1,026	238	8	90	135	130	5	280

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MAJOR KINDS OF BUSINESS

TABLE 1-A.--NUMBER OF ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

Division and State	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
	CLOTHING AND FURNISHINGS								
UNITED STATES	3,960	$648,881	$88,577	3,177	25,383	$46,350	$45,761	$589	$73,495
NEW ENGLAND	302	42,626	5,727	208	1,636	3,045	3,012	33	5,274
Connecticut	25	1,485	181	24	60	81	79	2	230
Maine	15	1,205	198	6	74	130	128	2	260
Massachusetts	250	37,296	4,856	172	1,400	2,593	2,564	29	4,284
New Hampshire	2	x	x	x	x	x	x	--	x
Rhode Island	9	510	76	4	38	39	39	--	105
Vermont	1	x	x	--	x	x	x	--	x
MIDDLE ATLANTIC	2,134	390,211	51,355	1,770	13,872	27,103	26,819	284	43,143
New Jersey	22	1,515	237	18	109	119	112	7	209
New York	1,773	348,002	45,414	1,413	12,080	24,230	24,004	226	37,659
Pennsylvania	339	40,694	5,704	339	1,683	2,754	2,703	51	5,275
EAST NORTH CENTRAL	569	73,806	11,258	412	3,302	5,757	5,633	124	7,878
Illinois	265	35,301	5,359	197	1,519	2,689	2,644	45	3,596
Indiana	24	1,518	208	18	100	112	109	3	194
Michigan	64	7,183	736	49	271	395	386	9	788
Ohio	162	23,821	3,872	125	1,013	1,916	1,871	45	2,482
Wisconsin	54	5,983	1,083	23	399	645	623	22	818
WEST NORTH CENTRAL	232	x	x	x	x	x	x	x	x
Iowa	18	2,515	419	15	178	285	280	5	255
Kansas	1	x	x	--	x	x	x	--	x
Minnesota	58	7,428	899	50	296	422	383	39	607
Missouri	147	50,563	7,590	87	2,317	3,683	3,675	8	5,445
Nebraska	8	854	107	4	37	55	54	1	72
North Dakota	--	--	--	--	--	--	--	--	--
South Dakota	--	--	--	--	--	--	--	--	--
SOUTH ATLANTIC	217	x	x	x	x	x	x	x	x
Delaware	1	x	x	x	x	x	x	--	x
District of Columbia	4	249	29	7	9	13	13	--	74
Florida	20	838	130	15	55	77	76	1	126
Georgia	35	3,806	443	17	176	258	253	5	360
Maryland	100	8,679	1,094	104	410	586	583	3	1,063
North Carolina	18	1,250	183	17	80	106	102	4	127
South Carolina	6	182	30	6	13	13	13	--	11
Virginia	25	5,121	861	20	237	508	504	4	646
West Virginia	8	1,377	269	1	83	159	157	2	321
EAST SOUTH CENTRAL	87	12,172	1,653	75	575	859	851	8	1,964
Alabama	11	1,188	150	8	47	66	65	1	128
Kentucky	25	3,658	537	20	211	328	326	2	581
Mississippi	7	247	31	6	19	15	14	1	43
Tennessee	44	7,079	935	41	298	450	446	4	1,212
WEST SOUTH CENTRAL	81	10,214	1,527	65	502	797	791	6	1,466
Arkansas	9	499	76	7	28	51	51	--	145
Louisiana	13	2,413	429	9	149	232	232	--	353
Oklahoma	5	658	82	2	29	49	49	--	44
Texas	54	6,644	940	47	296	465	459	6	924
MOUNTAIN	31	x	x	x	x	x	x	x	x
Arizona	3	77	13	1	9	10	10	--	11
Colorado	20	2,506	346	16	116	193	193	--	185
Idaho	1	x	x	--	x	x	x	--	x
Montana	--	--	--	--	--	--	--	--	--
Nevada	--	--	--	--	--	--	--	--	--
New Mexico	1	x	x	--	x	x	x	--	x
Utah	6	589	110	2	39	51	49	2	46
Wyoming	--	--	--	--	--	--	--	--	--
PACIFIC	307	33,492	4,483	284	1,425	2,348	2,288	60	4,357
California	241	28,576	3,737	233	1,158	1,951	1,896	55	3,817
Oregon	27	1,975	280	22	100	147	145	2	167
Washington	39	2,941	466	29	167	250	247	3	373

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MAJOR KINDS OF BUSINESS

TABLE 1-A.--NUMBER OF ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

Division and State	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
	COAL AND COKE								
UNITED STATES	773	$368,695	$34,955	292	8,847	$16,464	$15,861	$603	$26,052
NEW ENGLAND	66	81,173	5,202	22	1,422	2,462	2,351	111	3,739
Connecticut	16	8,554	1,056	6	206	403	381	22	470
Maine	5	4,118	613	1	186	263	246	17	426
Massachusetts	35	65,189	2,888	12	773	1,413	1,365	48	2,522
New Hampshire	1	x	x	--	x	x	x	x	--
Rhode Island	7	2,668	569	2	236	352	330	22	258
Vermont	2	x	x	x	x	x	x	--	x
MIDDLE ATLANTIC	270	120,559	11,449	104	2,459	5,023	4,742	281	3,234
New Jersey	24	2,468	463	8	174	227	207	20	171
New York	158	83,705	8,091	52	1,642	3,284	3,164	120	2,934
Pennsylvania	88	34,386	2,895	44	643	1,512	1,371	141	129
EAST NORTH CENTRAL	228	100,620	11,291	68	3,076	5,614	5,511	103	9,425
Illinois	68	36,364	3,263	18	722	1,586	1,539	47	419
Indiana	28	3,133	333	14	129	183	170	13	64
Michigan	33	8,307	1,050	14	330	525	519	6	543
Ohio	74	22,388	1,747	20	469	1,044	1,018	26	104
Wisconsin	25	30,428	4,898	2	1,426	2,276	2,265	11	8,295
WEST NORTH CENTRAL	77	31,675	4,011	28	1,107	1,877	1,837	40	8,484
Iowa	9	863	162	5	68	100	96	4	38
Kansas	4	263	36	3	12	10	7	3	1
Minnesota	17	19,439	2,786	3	730	1,227	1,226	1	8,285
Missouri	36	8,369	809	14	244	419	388	31	130
Nebraska	8	2,490	205	3	48	115	114	1	10
North Dakota	1	x	x	--	x	x	x	--	x
South Dakota	2	x	x	--	x	x	x	--	x
SOUTH ATLANTIC	53	19,492	1,295	30	356	704	663	41	335
Delaware	--	--	--	--	--	--	--	--	--
District of Columbia	3	1,710	118	3	34	62	53	9	157
Florida	--	--	--	--	--	--	--	--	--
Georgia	2	x	x	x	x	x	x	--	--
Maryland	23	4,213	408	14	131	217	192	25	110
North Carolina	4	2,250	115	1	26	52	52	--	24
South Carolina	1	x	x	x	--	--	--	--	--
Virginia	8	2,424	117	2	44	86	86	--	36
West Virginia	12	8,002	478	7	103	262	255	7	8
EAST SOUTH CENTRAL	32	9,311	791	15	137	304	301	3	621
Alabama	6	2,743	131	4	29	74	74	--	9
Kentucky	9	1,334	114	4	23	58	56	2	--
Mississippi	--	--	--	--	--	--	--	--	--
Tennessee	17	5,234	546	7	85	172	171	1	612
WEST SOUTH CENTRAL	8	x	x	x	x	x	x	x	x
Arkansas	1	x	x	--	x	x	x	--	--
Louisiana	1	x	x	--	x	x	x	x	x
Oklahoma	2	x	x	--	x	x	x	x	x
Texas	4	409	66	4	33	29	23	6	4
MOUNTAIN	16	x	x	x	x	x	x	x	x
Arizona	--	--	--	--	--	--	--	--	--
Colorado	7	257	18	5	8	13	13	--	1
Idaho	--	--	--	--	--	--	--	--	--
Montana	--	--	--	--	--	--	--	--	--
Nevada	--	--	--	--	--	--	--	--	--
New Mexico	1	x	x	--	x	x	x	--	x
Utah	7	2,738	417	1	73	201	196	5	29
Wyoming	1	x	x	--	x	x	x	x	x
PACIFIC	23	2,078	336	15	151	207	197	10	166
California	13	1,032	157	12	91	123	116	7	122
Oregon	3	61	11	2	15	9	7	2	4
Washington	7	985	168	1	45	75	74	1	40

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MAJOR KINDS OF BUSINESS

TABLE 1-A.--NUMBER OF ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS BY STATES

Division and State	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
	DRUGS (Full Line)								
UNITED STATES	295	$324,113	$41,274	36	15,077	$22,465	$22,399	$66	$55,348
NEW ENGLAND	23	x	x	x	x	x	x	x	x
Connecticut	5	4,808	660	--	211	360	360	--	669
Maine	2	x	x	--	x	x	x	--	x
Massachusetts	10	15,903	1,569	--	625	866	865	1	2,454
New Hampshire	1	x	x	--	x	x	x	--	x
Rhode Island	3	2,922	372	--	152	210	210	--	501
Vermont	2	x	x	x	x	x	x	--	x
MIDDLE ATLANTIC	39	52,734	5,894	8	2,267	3,457	3,453	4	7,968
New Jersey	4	6,028	692	--	267	401	401	--	706
New York	22	30,342	3,439	3	1,196	1,964	1,960	4	4,753
Pennsylvania	13	16,364	1,763	5	804	1,092	1,092	--	2,509
EAST NORTH CENTRAL	50	61,157	7,821	6	2,805	4,314	4,300	14	8,953
Illinois	14	22,724	2,818	--	930	1,409	1,407	2	3,031
Indiana	7	8,989	1,281	4	420	670	668	2	1,355
Michigan	6	7,771	901	2	334	515	513	2	1,044
Ohio	16	16,317	2,018	--	824	1,270	1,263	7	2,476
Wisconsin	7	5,356	803	--	297	450	449	1	1,047
WEST NORTH CENTRAL	32	45,521	5,732	1	2,103	2,997	2,990	7	7,028
Iowa	5	5,236	730	--	286	378	377	1	961
Kansas	6	3,926	595	1	187	271	269	2	761
Minnesota	4	9,155	1,335	--	390	614	614	--	1,219
Missouri	12	22,080	2,420	--	1,018	1,344	1,343	1	3,157
Nebraska	2	x	x	--	x	x	x	x	x
North Dakota	1	x	x	--	x	x	x	x	x
South Dakota	2	x	x	--	x	x	x	--	x
SOUTH ATLANTIC	53	35,202	4,605	5	1,603	2,537	2,532	5	6,607
Delaware	1	x	x	--	x	x	x	--	x
District of Columbia	2	x	x	--	x	x	x	--	x
Florida	9	7,841	1,098	--	351	577	575	2	1,695
Georgia	13	7,650	997	2	332	485	485	--	1,302
Maryland	3	3,278	279	2	123	190	190	--	142
North Carolina	8	4,346	600	1	203	364	362	2	982
South Carolina	6	3,113	370	--	123	200	200	--	519
Virginia	4	3,108	485	--	170	301	301	--	741
West Virginia	7	2,896	499	--	154	215	214	1	628
EAST SOUTH CENTRAL	27	17,264	2,324	3	958	1,286	1,277	9	3,328
Alabama	9	5,233	755	1	276	386	385	1	1,105
Kentucky	3	2,522	283	--	118	170	168	2	478
Mississippi	4	1,597	236	--	74	143	143	--	391
Tennessee	11	7,912	1,050	2	490	587	581	6	1,354
WEST SOUTH CENTRAL	30	26,672	3,521	9	1,234	1,930	1,922	8	5,813
Arkansas	4	3,467	490	--	163	291	291	--	768
Louisiana	8	6,785	1,057	2	389	581	579	2	1,317
Oklahoma	4	2,911	329	--	140	212	212	--	516
Texas	14	13,509	1,645	7	542	846	840	6	3,212
MOUNTAIN	17	x	x	--	x	x	x	x	x
Arizona	3	x	x	--	x	x	x	--	x
Colorado	7	6,610	853	--	288	421	420	1	922
Idaho	--	--	--	--	--	--	--	--	--
Montana	4	1,663	162	--	62	90	90	--	508
Nevada	--	--	--	--	--	--	--	--	--
New Mexico	--	--	--	--	--	--	--	--	--
Utah	3	2,683	363	--	128	197	197	--	565
Wyoming	--	--	--	--	--	--	--	--	--
PACIFIC	24	47,192	6,850	2	2,473	3,535	3,518	17	9,360
California	14	35,016	5,012	2	1,826	2,565	2,559	6	6,555
Oregon	3	4,185	721	--	243	386	384	2	1,020
Washington	7	7,991	1,117	--	404	584	575	9	1,785

* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MAJOR KINDS OF BUSINESS

TABLE 1-A.--NUMBER OF ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

DRUGS AND DRUG SUNDRIES (Specialty Lines)

Division and State	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
UNITED STATES	1,268	$123,469	$25,760	774	8,010	$12,420	$12,212	$208	$13,206
NEW ENGLAND	53	x	x	x	x	x	x	x	x
Connecticut	15	1,656	350	8	130	174	166	8	265
Maine	4	x	x	x	x	x	x	x	x
Massachusetts	27	1,068	195	15	98	117	113	4	83
New Hampshire	3	x	x	x	x	x	x	x	x
Rhode Island	4	31	6	2	4	5	5	--	3
Vermont	--	--	--	--	--	--	--	--	--
MIDDLE ATLANTIC	497	59,314	12,861	253	3,788	6,413	6,345	68	6,622
New Jersey	26	2,191	541	8	234	334	333	1	310
New York	412	53,204	11,621	201	3,212	5,636	5,574	62	5,847
Pennsylvania	59	3,919	699	44	342	443	438	5	465
EAST NORTH CENTRAL	249	26,758	5,485	165	1,580	2,387	2,336	51	2,899
Illinois	104	19,278	3,832	66	834	1,388	1,372	16	1,866
Indiana	19	914	188	9	84	115	111	4	186
Michigan	36	1,496	302	25	131	177	167	10	140
Ohio	76	4,269	1,002	58	455	600	582	18	513
Wisconsin	14	801	161	7	76	107	104	3	194
WEST NORTH CENTRAL	91	5,396	1,565	60	551	753	725	28	478
Iowa	13	400	134	11	27	28	18	10	35
Kansas	5	468	57	4	18	29	28	1	60
Minnesota	27	1,120	346	16	116	203	199	4	63
Missouri	38	2,828	870	23	353	418	407	11	309
Nebraska	7	x	x	x	x	x	x	x	x
North Dakota	--	--	--	--	--	--	--	--	--
South Dakota	1	x	x	x	x	x	x	--	--
SOUTH ATLANTIC	98	13,446	2,022	64	550	796	788	8	751
Delaware	2	x	x	x	x	x	x	--	--
District of Columbia	4	x	x	x	x	x	x	--	x
Florida	15	368	65	11	26	32	32	--	55
Georgia	21	1,972	622	9	178	267	264	3	154
Maryland	23	1,684	375	18	176	243	240	3	178
North Carolina	13	710	92	11	38	51	50	1	126
South Carolina	3	30	8	4	7	4	4	--	--
Virginia	11	857	179	3	74	107	107	--	186
West Virginia	6	27	6	5	6	3	2	1	1
EAST SOUTH CENTRAL	47	2,026	551	27	259	325	323	2	280
Alabama	5	185	40	4	16	19	19	--	14
Kentucky	15	779	206	9	96	128	126	2	127
Mississippi	4	139	38	1	17	25	25	--	44
Tennessee	23	923	267	13	130	153	153	--	95
WEST SOUTH CENTRAL	68	4,164	511	51	296	314	310	4	494
Arkansas	11	391	85	6	48	50	49	1	57
Louisiana	7	409	67	4	43	32	31	1	37
Oklahoma	12	396	69	8	32	37	36	1	55
Texas	38	2,968	290	33	173	195	194	1	345
MOUNTAIN	16	x	x	x	x	x	x	x	x
Arizona	1	x	--	x	--	--	--	--	--
Colorado	10	544	120	9	49	80	79	1	100
Idaho	--	--	--	--	--	--	--	--	--
Montana	--	--	--	--	--	--	--	--	--
Nevada	--	--	--	--	--	--	--	--	--
New Mexico	--	--	--	--	--	--	--	--	--
Utah	4	44	13	3	7	8	8	--	7
Wyoming	1	x	--	x	--	--	--	--	--
PACIFIC	149	8,797	2,007	112	650	1,001	973	28	1,204
California	129	8,397	1,929	99	594	958	936	22	1,152
Oregon	8	187	19	6	12	10	10	--	40
Washington	12	213	59	7	44	33	27	6	12

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MAJOR KINDS OF BUSINESS

TABLE 1-A.--NUMBER OF ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

Division and State	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000) Total	Pay Roll* (add 000) Full-time	Pay Roll* (add 000) Part-time	Stocks on hand, end of year (add 000)
	DRY GOODS (Full Line)								
UNITED STATES	306	$265,724	$38,426	164	14,272	$22,030	$21,944	$86	$46,295
NEW ENGLAND	18	5,895	789	11	279	497	497	--	936
Connecticut	4	1,224	124	5	44	64	64	--	163
Maine	3	x	x	--	x	x	x	--	x
Massachusetts	7	2,651	353	4	111	246	246	--	352
New Hampshire	1	x	x	--	x	x	x	--	x
Rhode Island	3	734	91	2	33	54	54	--	83
Vermont	--	--	--	--	--	--	--	--	--
MIDDLE ATLANTIC	64	39,084	5,459	44	2,004	2,967	2,955	12	5,865
New Jersey	4	495	70	1	22	33	33	--	94
New York	32	26,421	3,506	22	1,312	1,954	1,943	11	3,942
Pennsylvania	28	12,168	1,883	21	670	980	979	1	1,829
EAST NORTH CENTRAL	27	70,764	10,790	16	4,554	6,319	6,317	2	10,975
Illinois	5	52,999	8,368	1	3,562	4,798	4,798	--	7,856
Indiana	3	4,014	486	3	237	326	325	1	776
Michigan	5	5,609	710	2	319	488	488	--	1,011
Ohio	14	8,142	1,226	10	436	707	706	1	1,332
Wisconsin	--	--	--	--	--	--	--	--	--
WEST NORTH CENTRAL	25	63,380	8,993	7	3,231	4,954	4,947	7	12,656
Iowa	3	x	x	--	x	x	x	--	x
Kansas	3	x	x	--	x	x	x	x	x
Minnesota	4	9,279	1,550	2	564	882	877	5	1,150
Missouri	12	49,792	6,785	5	2,437	3,796	3,796	--	10,692
Nebraska	1	x	x	--	x	x	x	--	x
North Dakota	2	x	x	--	x	x	x	--	x
South Dakota	--	--	--	--	--	--	--	--	--
SOUTH ATLANTIC	69	31,391	4,599	39	1,501	2,686	2,655	31	5,478
Delaware	--	--	--	--	--	--	--	--	--
District of Columbia	1	x	x	--	x	x	x	--	x
Florida	5	1,677	210	4	71	142	142	--	238
Georgia	21	6,373	922	17	271	509	490	19	1,149
Maryland	2	x	x	x	x	x	x	--	x
North Carolina	15	4,162	517	10	167	297	293	4	594
South Carolina	4	470	72	4	25	25	23	2	68
Virginia	11	6,770	1,015	1	353	618	613	5	1,008
West Virginia	10	7,937	1,213	2	383	703	702	1	1,642
EAST SOUTH CENTRAL	47	22,195	2,933	22	1,085	1,730	1,721	9	3,970
Alabama	13	4,594	663	5	201	389	389	--	1,177
Kentucky	7	3,586	589	4	226	387	387	--	761
Mississippi	8	1,351	180	5	93	86	78	8	188
Tennessee	19	12,664	1,501	8	565	868	867	1	1,844
WEST SOUTH CENTRAL	36	22,008	3,240	16	1,068	1,947	1,938	9	4,010
Arkansas	10	2,887	415	4	148	240	239	1	592
Louisiana	12	6,597	1,029	6	296	571	571	--	1,090
Oklahoma	4	1,063	150	1	60	80	78	2	296
Texas	10	11,461	1,646	5	564	1,056	1,050	6	2,032
MOUNTAIN	6	2,656	429	--	154	241	236	5	652
Arizona	--	--	--	--	--	--	--	--	--
Colorado	2	x	x	--	x	x	x	--	x
Idaho	1	x	x	--	x	x	x	--	x
Montana	--	--	--	--	--	--	--	--	--
Nevada	--	--	--	--	--	--	--	--	--
New Mexico	--	--	--	--	--	--	--	--	--
Utah	3	x	x	x	x	x	x	x	x
Wyoming	--	--	--	--	--	--	--	--	--
PACIFIC	14	8,351	1,194	9	396	689	678	11	1,753
California	9	6,594	936	7	303	528	519	9	1,429
Oregon	2	x	x	x	x	x	x	x	x
Washington	3	x	x	--	x	x	x	x	x

* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MAJOR KINDS OF BUSINESS

TABLE 1-A.--NUMBER OF ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

Division and State	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000) Total	Pay Roll* (add 000) Full-time	Pay Roll* (add 000) Part-time	Stocks on hand, end of year (add 000)
	DRY GOODS (Specialty Lines)								
UNITED STATES	3,301	$719,676	$82,228	2,477	22,652	$43,398	$42,919	$479	$118,548
NEW ENGLAND	156	x	x	x	x	x	x	x	x
Connecticut	13	341	63	7	20	28	28	--	77
Maine	1	x	x	--	x	x	x	--	x
Massachusetts	129	17,860	2,080	97	610	1,089	1,077	12	2,116
New Hampshire	--	--	--	--	--	--	--	--	--
Rhode Island	13	1,073	105	16	55	47	41	6	136
Vermont	--	--	--	--	--	--	--	--	--
MIDDLE ATLANTIC	2,541	633,234	71,582	1,915	19,173	37,686	37,346	340	105,694
New Jersey	28	1,932	387	20	125	231	228	3	216
New York	2,371	617,954	69,237	1,770	18,348	36,475	36,144	331	102,760
Pennsylvania	142	13,348	1,958	125	700	980	974	6	2,718
EAST NORTH CENTRAL	257	28,355	3,548	175	1,128	1,900	1,861	39	4,129
Illinois	153	19,473	2,443	95	738	1,319	1,289	30	3,116
Indiana	4	175	33	2	14	19	18	1	38
Michigan	28	4,438	335	20	99	170	169	1	297
Ohio	62	3,407	555	52	199	295	289	6	484
Wisconsin	10	862	182	6	78	97	96	1	194
WEST NORTH CENTRAL	39	4,291	583	26	244	349	339	10	704
Iowa	2	x	x	x	x	x	x	--	x
Kansas	1	x	x	x	x	x	x	--	--
Minnesota	6	1,136	155	2	60	87	83	4	233
Missouri	29	3,047	406	18	169	249	243	6	453
Nebraska	1	x	x	x	x	x	x	--	x
North Dakota	--	--	--	--	--	--	--	--	--
South Dakota	--	--	--	--	--	--	--	--	--
SOUTH ATLANTIC	85	6,327	781	74	331	428	402	26	1,039
Delaware	--	--	--	--	--	--	--	--	--
District of Columbia	5	x	x	x	x	x	x	--	x
Florida	3	71	14	3	6	10	10	--	29
Georgia	8	504	59	8	22	27	27	--	48
Maryland	47	x	x	x	x	x	x	x	x
North Carolina	7	145	23	9	12	11	11	--	22
South Carolina	9	1,075	115	3	60	66	57	9	173
Virginia	5	218	33	5	15	16	15	1	65
West Virginia	1	x	x	x	x	x	x	--	x
EAST SOUTH CENTRAL	22	1,568	194	18	74	117	116	1	310
Alabama	7	637	69	8	26	34	33	1	98
Kentucky	3	90	4	3	3	3	3	--	36
Mississippi	3	55	10	1	5	7	7	--	11
Tennessee	9	786	111	6	40	73	73	--	165
WEST SOUTH CENTRAL	17	1,707	194	10	67	123	123	--	190
Arkansas	--	--	--	--	--	--	--	--	--
Louisiana	8	863	133	3	42	86	86	--	88
Oklahoma	--	--	--	--	--	--	--	--	--
Texas	9	844	61	7	25	37	37	--	102
MOUNTAIN	4	x	x	x	x	x	x	--	x
Arizona	--	--	--	--	--	--	--	--	--
Colorado	3	x	x	x	x	x	x	--	x
Idaho	--	--	--	--	--	--	--	--	--
Montana	--	--	--	--	--	--	--	--	--
Nevada	--	--	--	--	--	--	--	--	--
New Mexico	--	--	--	--	--	--	--	--	--
Utah	1	x	x	--	x	x	x	--	x
Wyoming	--	--	--	--	--	--	--	--	--
PACIFIC	180	24,726	3,056	135	934	1,610	1,565	45	4,099
California	158	22,852	2,813	123	862	1,496	1,454	42	3,760
Oregon	6	x	x	x	x	x	x	--	x
Washington	16	x	x	x	x	x	x	x	x

udes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MAJOR KINDS OF BUSINESS

TABLE 1-A.--NUMBER OF ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

Division and State	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
	ELECTRICAL GOODS								
UNITED STATES	2,438	$576,542	$99,460	1,051	30,088	$52,495	$51,924	$571	$75,424
NEW ENGLAND	195	x	x	x	x	x	x	x	x
Connecticut	41	6,402	1,079	13	351	621	607	14	974
Maine	14	1,628	290	1	123	168	168	--	320
Massachusetts	120	22,662	4,265	53	1,357	2,196	2,167	29	2,568
New Hampshire	5	285	36	4	15	19	19	--	56
Rhode Island	12	2,731	407	5	135	208	208	--	339
Vermont	3	x	x	x	x	x	x	--	x
MIDDLE ATLANTIC	729	191,295	33,813	341	9,225	17,234	17,125	109	19,563
New Jersey	67	15,559	2,957	21	827	1,524	1,521	3	1,690
New York	490	97,227	17,974	215	5,489	9,884	9,802	82	12,518
Pennsylvania	172	78,509	12,882	105	2,909	5,826	5,802	24	5,355
EAST NORTH CENTRAL	535	129,400	23,100	220	7,002	12,158	11,935	223	22,411
Illinois	174	38,157	6,912	83	2,195	3,779	3,710	69	4,041
Indiana	50	10,585	1,590	28	560	864	848	16	1,431
Michigan	97	22,014	3,497	45	1,084	1,972	1,959	13	2,621
Ohio	166	49,255	9,572	56	2,596	4,636	4,519	117	13,265
Wisconsin	48	9,389	1,529	8	567	907	899	8	1,053
WEST NORTH CENTRAL	209	x	x	x	x	x	x	x	x
Iowa	36	6,750	1,122	13	348	584	582	2	933
Kansas	12	3,872	638	3	208	368	367	1	497
Minnesota	56	11,328	1,719	27	579	983	971	12	1,313
Missouri	76	22,433	4,453	28	1,283	2,262	2,241	21	2,845
Nebraska	21	4,907	877	10	264	457	453	4	598
North Dakota	3	x	x	x	x	x	x	x	x
South Dakota	5	583	115	3	41	71	70	1	117
SOUTH ATLANTIC	226	52,333	8,264	76	2,825	4,769	4,737	32	6,737
Delaware	5	678	130	1	50	76	76	--	124
District of Columbia	17	8,658	1,533	3	574	1,058	1,058	--	1,020
Florida	44	6,040	921	8	320	545	541	4	1,005
Georgia	25	7,356	1,121	10	340	579	577	2	1,026
Maryland	36	7,409	1,279	17	410	727	725	2	944
North Carolina	31	7,153	952	15	286	445	438	7	830
South Carolina	11	1,781	228	4	75	113	110	3	165
Virginia	32	8,233	1,285	9	468	699	693	6	1,060
West Virginia	25	5,025	815	9	302	527	519	8	563
EAST SOUTH CENTRAL	65	x	x	x	x	x	x	x	x
Alabama	11	2,977	430	4	131	249	248	1	311
Kentucky	20	3,262	547	6	164	315	315	--	392
Mississippi	3	x	x	x	x	x	x	x	x
Tennessee	31	6,672	1,053	15	370	522	518	4	942
WEST SOUTH CENTRAL	118	28,356	4,620	35	1,483	2,497	2,471	26	3,937
Arkansas	8	1,143	185	4	64	98	97	1	113
Louisiana	19	5,717	1,097	--	338	565	563	2	785
Oklahoma	23	4,814	818	6	244	395	386	9	813
Texas	68	16,682	2,520	25	837	1,439	1,425	14	2,226
MOUNTAIN	58	x	x	x	x	x	x	x	x
Arizona	9	1,415	267	2	73	132	131	1	207
Colorado	24	3,546	605	11	197	326	323	3	514
Idaho	5	906	158	3	68	88	88	--	111
Montana	6	1,745	235	1	73	128	127	1	230
Nevada	1	x	x	--	x	x	x	--	x
New Mexico	--	--	--	--	--	--	--	--	--
Utah	13	3,844	592	3	176	298	295	3	510
Wyoming	--	--	--	--	--	--	--	--	--
PACIFIC	303	66,019	10,509	171	3,510	5,709	5,627	82	8,812
California	223	50,560	7,864	139	2,591	4,300	4,255	45	6,439
Oregon	27	6,482	1,089	10	335	612	609	3	972
Washington	53	8,977	1,556	22	584	797	763	34	1,401

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* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MAJOR KINDS OF BUSINESS

TABLE 1-A.--NUMBER OF ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

Division and State	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
	FARM PRODUCTS - RAW MATERIALS								
UNITED STATES	2,199	$1,562,487	$105,198	1,557	21,693	$34,200	$31,953	$2,247	$235,379
NEW ENGLAND	133	x	x	x	x	x	x	x	x
Connecticut	22	4,238	1,181	13	488	545	524	21	1,028
Maine	6	338	43	5	18	16	15	1	51
Massachusetts	90	130,665	5,895	49	1,050	2,767	2,731	36	17,319
New Hampshire	1	x	x	x	x	x	x	--	x
Rhode Island	9	8,879	1,686	3	61	191	188	3	2,063
Vermont	5	2,932	213	5	58	99	98	1	228
MIDDLE ATLANTIC	835	313,356	21,069	663	4,238	9,182	8,800	382	47,519
New Jersey	12	3,318	314	5	122	188	182	6	214
New York	725	264,824	17,391	567	3,307	7,592	7,266	326	40,652
Pennsylvania	98	45,214	3,364	91	809	1,402	1,352	50	6,653
EAST NORTH CENTRAL	260	142,083	8,603	165	2,709	4,341	4,208	133	13,496
Illinois	87	73,966	4,093	45	1,182	2,327	2,301	26	5,400
Indiana	35	13,074	701	22	269	330	319	11	1,728
Michigan	40	8,022	701	26	293	319	300	19	720
Ohio	66	34,859	1,825	55	601	774	721	53	3,576
Wisconsin	32	12,162	1,283	17	364	591	567	24	2,072
WEST NORTH CENTRAL	205	258,176	14,609	95	2,590	4,907	4,774	133	53,580
Iowa	32	10,109	744	17	230	324	304	20	810
Kansas	26	20,121	681	18	174	293	284	9	1,710
Minnesota	54	141,432	7,741	20	946	2,039	2,010	29	32,846
Missouri	66	74,885	4,633	25	968	1,881	1,829	52	17,303
Nebraska	16	10,334	681	5	230	324	306	18	816
North Dakota	4	779	86	8	25	25	21	4	67
South Dakota	7	516	43	2	17	21	20	1	28
SOUTH ATLANTIC	197	x	x	x	x	x	x	x	x
Delaware	3	801	72	3	26	37	34	3	42
District of Columbia	1	x	x	--	x	x	x	--	--
Florida	11	1,258	130	12	63	57	55	2	127
Georgia	36	32,461	2,432	21	607	597	570	27	4,560
Maryland	21	4,955	278	25	136	162	124	38	328
North Carolina	40	26,333	2,192	21	1,502	967	661	306	3,832
South Carolina	34	33,299	1,595	24	225	358	340	18	2,617
Virginia	41	25,583	2,631	30	1,071	1,122	933	189	7,989
West Virginia	10	3,285	135	6	78	83	68	15	658
EAST SOUTH CENTRAL	141	111,772	7,406	102	3,324	2,637	1,967	670	12,754
Alabama	28	21,870	1,154	17	217	251	241	10	1,087
Kentucky	46	22,787	2,340	18	1,950	1,128	637	491	3,115
Mississippi	7	6,264	364	8	36	54	53	1	1,995
Tennessee	60	60,851	3,548	59	1,121	1,204	1,036	168	6,557
WEST SOUTH CENTRAL	200	332,794	25,615	162	1,692	3,290	3,163	127	52,225
Arkansas	8	3,981	148	6	46	41	35	6	170
Louisiana	56	40,029	2,447	48	383	764	730	34	5,705
Oklahoma	18	3,550	217	15	95	138	129	9	1,210
Texas	118	285,234	22,803	93	1,168	2,347	2,269	78	45,140
MOUNTAIN	76	21,418	1,678	36	514	692	660	32	1,550
Arizona	10	5,176	550	6	113	132	129	3	506
Colorado	25	11,081	656	7	219	324	317	7	659
Idaho	5	837	60	1	26	34	31	3	45
Montana	11	616	95	7	43	47	40	7	91
Nevada	4	432	82	--	22	42	41	1	81
New Mexico	7	470	38	5	15	16	16	--	27
Utah	8	2,468	147	5	57	73	65	8	118
Wyoming	6	338	50	5	19	24	21	3	23
PACIFIC	152	103,437	7,375	116	1,212	2,065	1,955	110	13,406
California	98	69,668	4,256	82	689	1,322	1,265	57	8,370
Oregon	18	18,415	1,888	14	191	332	318	14	3,220
Washington	36	15,354	1,231	20	332	411	372	39	1,816

* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MAJOR KINDS OF BUSINESS

TABLE 1-A.--NUMBER OF ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL. PAY ROLL AND STOCKS FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

FARM PRODUCTS - CONSUMER GOODS

Division and State	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000) Total	Pay Roll* Full-time	Pay Roll* Part-time	Stocks on hand, end of year (add 000)
UNITED STATES	11,188	$1,941,059	$213,552	10,128	77,316	$107,165	$104,118	$3,047	$47,140
NEW ENGLAND	769	139,081	14,829	639	5,404	7,692	7,350	342	3,591
Connecticut	142	21,054	2,539	121	938	1,370	1,331	39	355
Maine	80	9,719	1,287	68	587	632	571	61	634
Massachusetts	428	91,105	8,748	354	3,117	4,777	4,580	197	2,309
New Hampshire	36	2,561	396	32	142	169	155	14	37
Rhode Island	58	12,047	1,369	43	461	592	567	25	189
Vermont	25	2,595	490	21	159	152	146	6	67
MIDDLE ATLANTIC	2,937	694,549	70,141	2,722	20,720	33,757	33,151	606	15,485
New Jersey	337	59,147	8,019	268	2,437	3,898	3,835	63	1,321
New York	1,723	483,386	47,876	1,516	12,876	22,948	22,617	331	10,295
Pennsylvania	877	152,016	14,246	938	5,407	6,911	6,699	212	3,869
EAST NORTH CENTRAL	2,616	449,861	47,302	2,429	17,097	24,283	23,608	675	11,065
Illinois	812	197,958	19,616	727	6,447	10,528	10,266	262	4,975
Indiana	317	29,719	3,729	314	1,627	1,822	1,771	51	745
Michigan	484	62,808	8,243	483	3,101	4,124	4,017	107	1,241
Ohio	722	89,600	10,597	732	4,225	5,514	5,361	153	937
Wisconsin	281	69,776	5,117	173	1,697	2,295	2,193	102	3,167
WEST NORTH CENTRAL	1,155	194,114	19,520	994	8,509	9,972	9,530	442	4,779
Iowa	265	37,905	4,178	227	1,887	2,102	1,973	129	1,050
Kansas	101	16,044	1,746	97	756	826	797	29	533
Minnesota	188	39,219	4,236	147	1,518	2,101	2,005	96	1,210
Missouri	462	76,187	6,983	413	3,167	3,722	3,598	124	1,561
Nebraska	84	18,089	1,513	65	760	842	799	43	248
North Dakota	25	2,049	250	21	155	132	127	5	37
South Dakota	30	4,621	614	24	266	247	231	16	140
SOUTH ATLANTIC	909	101,796	13,394	773	5,733	6,445	6,249	196	2,562
Delaware	26	1,792	213	29	107	87	79	8	17
District of Columbia	67	18,490	2,538	54	866	1,226	1,196	30	257
Florida	135	12,670	1,750	118	844	878	842	36	338
Georgia	109	11,939	1,485	73	739	691	678	13	239
Maryland	174	17,972	1,782	168	790	896	870	26	523
North Carolina	98	11,313	1,574	95	674	761	747	14	395
South Carolina	43	4,337	712	32	281	293	286	7	152
Virginia	128	12,737	1,613	100	648	752	736	16	364
West Virginia	129	10,546	1,727	104	784	861	815	46	277
EAST SOUTH CENTRAL	446	44,897	6,039	393	2,821	2,744	2,664	80	1,044
Alabama	104	8,837	1,237	99	541	482	470	12	146
Kentucky	152	12,614	1,728	131	854	869	835	34	214
Mississippi	44	2,052	333	39	188	151	147	4	154
Tennessee	146	21,394	2,741	124	1,238	1,242	1,212	30	530
WEST SOUTH CENTRAL	672	77,511	10,261	562	5,188	5,483	5,331	152	2,101
Arkansas	44	4,501	659	40	321	325	314	11	153
Louisiana	113	16,562	2,000	99	976	998	973	25	335
Oklahoma	132	11,423	1,312	111	645	728	704	24	188
Texas	383	45,025	6,290	312	3,246	3,432	3,340	92	1,425
MOUNTAIN	378	37,729	4,915	315	2,138	2,545	2,438	107	1,095
Arizona	56	3,420	690	55	250	306	291	15	75
Colorado	136	14,300	1,555	126	797	860	831	29	342
Idaho	45	4,110	527	37	224	265	241	24	133
Montana	35	6,623	799	12	310	453	445	8	208
Nevada	10	1,495	268	2	89	134	129	5	44
New Mexico	14	793	117	19	54	52	50	2	100
Utah	61	4,744	652	50	294	319	297	22	102
Wyoming	21	2,244	307	14	120	156	154	2	91
PACIFIC	1,306	201,521	27,151	1,301	9,706	14,244	13,797	447	5,418
California	999	150,200	20,439	1,110	7,178	10,631	10,266	365	3,395
Oregon	100	14,590	1,798	63	786	1,025	995	30	469
Washington	207	36,731	4,914	128	1,742	2,588	2,536	52	1,554

* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MAJOR KINDS OF BUSINESS

TABLE 1-A.--NUMBER OF ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

Division and State	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
	FARM SUPPLIES								
UNITED STATES	1,433	$281,731	$35,100	892	12,739	$16,566	$15,840	$726	$33,213
NEW ENGLAND	47	12,473	1,322	10	374	740	731	9	948
Connecticut	12	5,418	582	6	101	312	309	3	323
Maine	10	1,680	174	2	75	100	99	1	292
Massachusetts	16	4,418	491	2	169	277	272	5	277
New Hampshire	2	x	x	--	x	x	x	--	--
Rhode Island	2	x	x	--	x	x	x	--	x
Vermont	5	593	32	--	13	21	21	--	48
MIDDLE ATLANTIC	211	48,986	6,249	127	1,762	2,685	2,614	71	4,941
New Jersey	28	5,550	892	8	258	380	358	22	456
New York	92	36,572	4,463	41	1,142	1,860	1,826	34	3,882
Pennsylvania	91	6,864	894	78	362	445	430	15	603
EAST NORTH CENTRAL	281	55,488	8,163	182	3,193	4,013	3,694	319	7,113
Illinois	85	15,115	2,661	75	926	1,168	1,113	55	1,978
Indiana	44	9,450	870	23	318	409	403	6	905
Michigan	44	5,748	1,792	31	902	1,081	869	212	1,861
Ohio	51	14,502	1,618	36	624	777	760	17	1,111
Wisconsin	57	10,673	1,222	17	423	578	549	29	1,258
WEST NORTH CENTRAL	252	52,599	6,942	143	2,472	3,258	3,191	67	7,954
Iowa	51	9,611	1,305	30	513	650	636	14	1,419
Kansas	30	3,639	434	21	151	198	185	13	315
Minnesota	34	13,101	2,164	9	702	1,009	997	12	2,710
Missouri	95	19,082	1,662	62	651	822	805	17	2,172
Nebraska	22	3,202	518	6	176	245	240	5	507
North Dakota	9	2,041	336	9	81	142	137	5	488
South Dakota	11	1,923	523	6	198	192	191	1	343
SOUTH ATLANTIC	212	x	x	x	x	x	x	x	x
Delaware	1	x	x	--	x	x	x	--	--
District of Columbia	1	x	x	--	x	x	x	--	x
Florida	31	6,342	778	19	278	385	376	9	691
Georgia	26	7,715	628	20	166	253	246	7	637
Maryland	29	4,889	561	19	194	275	273	2	392
North Carolina	45	3,984	352	48	198	184	180	4	330
South Carolina	18	1,520	195	5	113	102	97	5	85
Virginia	31	6,740	778	7	348	408	405	3	998
West Virginia	30	2,140	246	21	141	125	123	2	170
EAST SOUTH CENTRAL	67	10,156	1,201	58	602	569	530	39	1,456
Alabama	12	1,372	104	10	59	62	60	2	97
Kentucky	23	4,311	643	15	341	269	242	27	1,100
Mississippi	9	1,068	106	9	44	46	45	1	37
Tennessee	23	3,405	348	24	158	192	183	9	222
WEST SOUTH CENTRAL	139	19,082	1,626	100	758	854	788	66	1,544
Arkansas	16	2,200	165	13	83	99	93	6	158
Louisiana	16	2,798	313	3	148	182	175	7	196
Oklahoma	36	3,982	274	35	141	134	119	15	341
Texas	71	10,102	874	49	386	439	401	38	849
MOUNTAIN	57	x	x	x	x	x	x	x	x
Arizona	4	526	45	1	21	26	25	1	15
Colorado	19	3,169	333	13	141	163	149	14	318
Idaho	11	2,135	394	10	121	141	136	5	597
Montana	11	947	142	3	115	88	87	1	211
Nevada	--	--	--	--	--	--	--	--	--
New Mexico	2	x	x	x	x	x	x	--	x
Utah	9	1,092	157	2	76	82	76	6	217
Wyoming	1	x	x	x	--	--	--	--	--
PACIFIC	167	41,084	4,916	101	1,633	2,182	2,086	96	4,561
California	109	32,036	3,940	75	1,288	1,768	1,694	74	3,549
Oregon	27	4,199	431	19	160	199	188	11	527
Washington	31	4,849	545	7	185	215	204	11	485

* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MAJOR KINDS OF BUSINESS

TABLE 1-A.--NUMBER OF ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS. BY STATES

Division and State	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
	FURNITURE AND HOUSE FURNISHINGS								
UNITED STATES	1,959	$243,457	$43,345	1,335	13,978	$23,106	$22,737	$369	$50,742
NEW ENGLAND	115	16,534	3,120	70	1,071	1,680	1,639	41	3,326
Connecticut	13	2,316	458	4	133	239	237	2	330
Maine	4	120	43	1	23	22	22	--	44
Massachusetts	90	12,534	2,330	61	814	1,242	1,203	39	2,570
New Hampshire	--	--	--	--	--	--	--	--	--
Rhode Island	8	1,564	289	4	101	177	177	--	382
Vermont	--	--	--	--	--	--	--	--	--
MIDDLE ATLANTIC	1,035	126,503	23,114	714	6,655	12,199	12,045	154	27,569
New Jersey	13	1,141	226	7	72	120	116	4	151
New York	875	108,543	19,892	590	5,530	10,416	10,285	131	23,301
Pennsylvania	147	16,819	2,996	117	1,053	1,663	1,644	19	4,117
EAST NORTH CENTRAL	330	36,752	6,111	202	2,117	3,347	3,270	77	6,681
Illinois	163	18,285	3,099	96	1,102	1,810	1,759	51	2,492
Indiana	22	3,080	521	12	208	276	275	1	461
Michigan	51	4,792	720	29	263	453	448	5	904
Ohio	78	8,973	1,491	58	452	672	658	14	2,289
Wisconsin	16	1,622	280	7	92	136	130	6	535
WEST NORTH CENTRAL	90	17,918	3,244	59	1,281	1,839	1,814	25	3,704
Iowa	10	2,550	451	7	163	198	197	1	53
Kansas	4	793	130	1	42	56	54	2	153
Minnesota	20	1,888	351	13	163	217	214	3	355
Missouri	47	10,325	1,963	30	778	1,178	1,160	18	2,380
Nebraska	9	2,362	349	8	135	190	189	1	763
North Dakota	--	--	--	--	--	--	--	--	--
South Dakota	--	--	--	--	--	--	--	--	--
SOUTH ATLANTIC	80	11,038	1,723	47	568	944	931	13	2,173
Delaware	2	x	x	x	x	x	x	--	x
District of Columbia	3	535	49	--	12	29	29	--	21
Florida	14	2,306	305	5	112	201	193	8	431
Georgia	10	2,594	475	5	139	267	266	1	458
Maryland	22	2,358	352	19	131	179	177	2	599
North Carolina	9	1,124	145	7	40	54	54	--	116
South Carolina	2	x	x	x	x	x	x	--	x
Virginia	9	381	75	3	28	44	44	--	204
West Virginia	9	1,536	293	5	98	161	159	2	321
EAST SOUTH CENTRAL	28	3,431	668	24	271	363	358	5	906
Alabama	4	641	75	4	46	60	59	1	133
Kentucky	14	1,295	227	13	98	123	123	--	463
Mississippi	--	--	--	--	--	--	--	--	--
Tennessee	10	1,495	366	7	127	180	176	4	310
WEST SOUTH CENTRAL	40	x	x	x	x	x	x	x	x
Arkansas	1	x	x	--	x	x	x	--	x
Louisiana	9	1,849	442	5	137	208	208	--	339
Oklahoma	5	295	39	6	19	18	18	--	45
Texas	25	3,356	482	13	209	248	246	2	607
MOUNTAIN	18	x	x	x	x	x	x	x	x
Arizona	--	--	--	--	--	--	--	--	--
Colorado	10	1,788	336	6	144	165	163	2	404
Idaho	--	--	--	--	--	--	--	--	--
Montana	1	x	x	--	x	x	x	--	x
Nevada	--	--	--	--	--	--	--	--	--
New Mexico	2	x	x	x	x	x	x	--	x
Utah	5	1,302	153	2	50	83	79	4	159
Wyoming	--	--	--	--	--	--	--	--	--
PACIFIC	223	21,779	3,722	185	1,377	1,889	1,843	46	4,587
California	188	16,878	2,995	170	1,112	1,525	1,484	41	3,710
Oregon	13	1,779	223	7	72	105	103	2	303
Washington	22	3,122	504	8	193	259	256	3	574

* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MAJOR KINDS OF BUSINESS

TABLE 1-A.--NUMBER OF ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

Division and State	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
	GENERAL MERCHANDISE								
UNITED STATES	209	$361,647	$28,076	122	9,266	$13,942	$13,782	$160	$34,052
NEW ENGLAND	8	1,728	372	1	149	229	224	5	358
Connecticut	5	1,199	294	--	114	186	186	--	267
Maine	--	--	--	--	--	--	--	--	--
Massachusetts	2	x	x	--	x	x	x	x	x
New Hampshire	1	x	x	x	x	x	--	x	x
Rhode Island	--	--	--	--	--	--	--	--	--
Vermont	--	--	--	--	--	--	--	--	--
MIDDLE ATLANTIC	54	227,599	9,723	27	2,235	4,427	4,364	63	14,105
New Jersey	4	9,365	1,908	1	658	889	888	1	1,414
New York	42	217,193	7,580	20	1,489	3,393	3,374	19	12,500
Pennsylvania	8	1,041	235	6	88	145	102	43	191
EAST NORTH CENTRAL	37	25,212	4,372	25	1,736	2,383	2,339	44	3,877
Illinois	18	20,847	3,577	6	1,413	1,916	1,879	37	3,159
Indiana	3	363	125	3	30	50	50	--	139
Michigan	6	816	99	8	52	56	55	1	152
Ohio	7	2,903	532	6	218	336	336	--	380
Wisconsin	3	283	39	2	23	25	19	6	47
WEST NORTH CENTRAL	16	24,212	4,004	12	1,506	1,862	1,841	21	4,230
Iowa	--	--	--	--	--	--	--	--	--
Kansas	3	400	37	2	14	14	14	--	75
Minnesota	6	8,777	1,525	3	600	698	678	20	1,549
Missouri	7	15,035	2,442	7	892	1,150	1,149	1	2,606
Nebraska	--	--	--	--	--	--	--	--	--
North Dakota	--	--	--	--	--	--	--	--	--
South Dakota	--	--	--	--	--	--	--	--	--
SOUTH ATLANTIC	22	15,682	2,471	7	945	1,155	1,148	7	2,706
Delaware	1	x	x	--	x	x	x	--	--
District of Columbia	1	x	x	x	x	x	x	--	x
Florida	2	x	x	x	x	x	x	--	x
Georgia	3	863	101	1	31	44	42	2	69
Maryland	4	12,019	2,070	1	764	942	940	2	1,899
North Carolina	2	x	x	x	x	x	x	--	x
South Carolina	3	597	45	1	35	32	29	3	85
Virginia	4	1,422	184	--	80	99	99	--	452
West Virginia	2	x	x	--	x	x	x	--	x
EAST SOUTH CENTRAL	16	x	x	x	x	x	x	x	x
Alabama	2	x	x	x	x	x	x	x	x
Kentucky	6	5,817	752	3	387	518	515	3	943
Mississippi	3	2,024	228	2	118	126	123	3	303
Tennessee	5	4,805	332	6	152	216	216	--	505
WEST SOUTH CENTRAL	18	x	x	x	x	x	x	x	x
Arkansas	2	x	x	--	x	x	x	--	x
Louisiana	7	1,854	205	1	104	126	125	1	489
Oklahoma	--	--	--	--	--	--	--	--	--
Texas	9	11,946	1,617	8	622	808	807	1	2,045
MOUNTAIN	5	x	x	x	x	x	x	x	x
Arizona	--	--	--	--	--	--	--	--	--
Colorado	1	x	x	x	x	x	x	x	x
Idaho	--	--	--	--	--	--	--	--	--
Montana	1	x	x	--	x	x	x	x	x
Nevada	--	--	--	--	--	--	--	--	--
New Mexico	3	2,216	283	5	82	133	133	--	305
Utah	--	--	--	--	--	--	--	--	--
Wyoming	--	--	--	--	--	--	--	--	--
PACIFIC	33	x	x	x	x	x	x	x	x
California	27	32,400	2,775	14	836	1,409	1,404	5	2,643
Oregon	2	x	x	--	x	x	x	--	x
Washington	4	1,080	194	2	63	108	107	1	283

* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MAJOR KINDS OF BUSINESS

TABLE 1-A.--NUMBER OF ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

Division and State	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
	GROCERIES (Full Line)								
UNITED STATES	3,833	$1,953,762	$173,757	1,443	67,563	$98,077	$97,352	$725	$242,071
NEW ENGLAND	172	95,247	11,049	52	4,024	6,225	6,201	24	13,713
Connecticut	32	14,211	1,389	19	461	749	745	4	1,945
Maine	26	13,021	1,472	2	511	825	820	5	2,171
Massachusetts	76	50,540	6,367	22	2,393	3,663	3,653	10	6,801
New Hampshire	16	7,296	834	1	268	438	436	2	1,164
Rhode Island	11	5,642	565	5	214	316	316	--	938
Vermont	11	4,537	422	3	177	234	231	3	694
MIDDLE ATLANTIC	446	337,523	30,841	233	10,802	17,504	17,426	78	38,819
New Jersey	32	29,341	2,271	11	725	1,389	1,387	2	2,611
New York	158	182,674	18,703	103	6,090	10,583	10,555	28	20,662
Pennsylvania	256	125,508	9,867	119	3,987	5,532	5,484	48	15,546
EAST NORTH CENTRAL	676	360,426	35,934	187	14,197	20,868	20,718	150	46,271
Illinois	167	112,954	13,020	50	5,272	7,967	7,926	41	14,311
Indiana	90	49,833	4,912	29	1,885	2,525	2,475	50	6,183
Michigan	171	59,312	4,620	52	1,868	2,631	2,622	9	7,165
Ohio	187	95,428	9,316	46	3,559	5,336	5,313	23	13,489
Wisconsin	61	42,899	4,066	10	1,613	2,409	2,382	27	5,123
WEST NORTH CENTRAL	380	246,509	23,262	77	9,297	13,333	13,227	106	34,612
Iowa	56	46,656	3,917	10	1,660	2,426	2,394	32	5,452
Kansas	60	29,801	2,771	17	1,178	1,614	1,607	7	4,736
Minnesota	61	52,077	4,959	10	1,866	2,783	2,772	11	6,973
Missouri	116	59,657	5,585	32	2,309	3,428	3,407	21	8,779
Nebraska	37	32,515	3,535	8	1,370	1,818	1,801	17	5,304
North Dakota	24	14,039	1,285	--	459	636	623	13	1,675
South Dakota	26	11,764	1,210	--	455	628	623	5	1,693
SOUTH ATLANTIC	659	232,962	18,355	373	7,593	10,303	10,223	80	26,038
Delaware	5	2,516	186	1	80	110	110	--	355
District of Columbia	11	11,031	872	7	393	590	582	8	1,319
Florida	69	26,326	2,618	22	1,002	1,456	1,448	8	2,951
Georgia	140	46,147	3,449	84	1,473	1,904	1,894	10	4,423
Maryland	34	21,841	1,597	26	681	926	911	15	3,150
North Carolina	162	40,763	3,003	117	1,248	1,568	1,554	14	3,966
South Carolina	80	26,630	1,611	48	759	931	924	7	2,286
Virginia	91	30,356	2,504	51	1,016	1,393	1,381	12	4,028
West Virginia	67	27,352	2,515	17	941	1,425	1,419	6	3,560
EAST SOUTH CENTRAL	415	160,897	13,044	214	5,733	6,991	6,933	58	18,577
Alabama	96	34,828	2,809	80	1,192	1,423	1,413	10	4,082
Kentucky	106	36,329	3,006	67	1,422	1,609	1,595	14	4,547
Mississippi	106	35,455	3,193	37	1,350	1,625	1,613	12	4,062
Tennessee	107	54,285	4,036	30	1,769	2,334	2,312	22	5,886
WEST SOUTH CENTRAL	652	262,264	20,884	203	8,629	11,281	11,147	134	30,530
Arkansas	128	41,222	3,765	60	1,436	1,798	1,784	14	4,921
Louisiana	134	53,566	4,044	39	1,905	2,328	2,297	31	4,572
Oklahoma	96	44,035	3,832	11	1,426	2,058	2,029	29	5,379
Texas	294	123,441	9,243	93	3,862	5,097	5,037	60	15,658
MOUNTAIN	172	80,311	6,925	30	2,395	3,805	3,769	36	11,804
Arizona	16	4,562	350	9	137	172	170	2	424
Colorado	47	20,401	2,095	9	774	1,238	1,223	15	2,432
Idaho	22	10,133	687	2	206	349	345	4	1,646
Montana	27	13,111	1,143	1	362	573	568	5	2,219
Nevada	4	1,577	118	3	37	74	70	4	215
New Mexico	26	15,303	1,228	4	420	684	680	4	2,269
Utah	19	10,041	814	2	291	475	475	--	1,849
Wyoming	11	5,183	490	--	168	240	238	2	750
PACIFIC	261	177,623	13,463	74	4,893	7,767	7,708	59	21,707
California	167	124,176	8,833	56	3,312	5,251	5,217	34	14,027
Oregon	30	19,143	1,639	11	576	875	862	13	3,211
Washington	64	34,304	2,991	7	1,005	1,641	1,629	12	4,469

* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MAJOR KINDS OF BUSINESS

TABLE 1-A.--NUMBER OF ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

Division and State	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
	GROCERIES AND FOODS (Specialty Lines)								
UNITED STATES	12,156	$1,682,961	$209,791	10,434	79,646	$108,429	$105,838	$2,591	$132,811
NEW ENGLAND	924	154,234	18,002	708	6,449	9,800	9,536	264	8,925
Connecticut	161	20,654	2,167	128	789	1,186	1,161	25	1,001
Maine	99	10,105	1,414	67	491	702	691	11	712
Massachusetts	550	105,362	12,739	402	4,515	7,063	6,855	208	6,127
New Hampshire	28	3,628	376	29	150	193	187	6	222
Rhode Island	71	12,317	1,025	70	395	521	510	11	717
Vermont	15	2,168	281	12	109	135	132	3	146
MIDDLE ATLANTIC	3,055	554,672	66,104	2,453	20,305	33,090	32,548	542	46,574
New Jersey	340	47,465	5,790	247	2,077	3,008	2,955	53	3,061
New York	1,796	407,661	47,039	1,352	13,015	23,293	23,011	282	35,426
Pennsylvania	919	99,546	13,275	854	5,213	6,789	6,582	207	8,087
EAST NORTH CENTRAL	2,626	309,469	39,297	2,294	15,551	21,332	20,760	572	18,653
Illinois	822	140,175	17,605	682	6,118	9,331	9,109	222	8,176
Indiana	231	14,732	1,675	215	822	890	864	26	802
Michigan	499	47,850	5,503	478	2,342	3,003	2,934	69	2,272
Ohio	812	85,000	11,579	717	5,013	6,461	6,267	194	5,842
Wisconsin	262	21,712	2,935	202	1,256	1,647	1,586	61	1,561
WEST NORTH CENTRAL	939	126,558	17,673	703	6,655	9,175	8,998	177	13,878
Iowa	134	13,034	1,885	122	707	925	900	25	1,512
Kansas	101	9,140	1,312	77	559	672	654	18	782
Minnesota	230	27,467	4,040	164	1,372	1,944	1,896	48	2,870
Missouri	376	64,504	8,770	282	3,439	4,847	4,776	71	7,207
Nebraska	58	4,852	739	40	277	354	342	12	496
North Dakota	28	5,585	666	13	222	312	309	3	638
South Dakota	12	1,976	261	5	79	121	121	--	373
SOUTH ATLANTIC	1,519	163,738	19,233	1,269	9,858	10,498	10,204	294	13,061
Delaware	26	2,373	254	19	120	150	148	2	196
District of Columbia	80	19,060	2,333	53	920	1,420	1,409	11	1,031
Florida	250	19,853	2,573	215	1,144	1,328	1,303	25	1,549
Georgia	238	25,403	3,104	189	2,102	1,691	1,583	108	2,673
Maryland	274	28,221	3,644	249	1,760	2,102	2,065	37	1,363
North Carolina	256	24,545	2,258	239	1,181	1,106	1,067	39	2,150
South Carolina	107	9,480	1,019	75	599	510	492	18	472
Virginia	206	27,251	3,214	158	1,639	1,753	1,715	38	2,959
West Virginia	82	7,552	834	72	393	438	422	16	668
EAST SOUTH CENTRAL	515	47,489	5,666	427	2,956	3,238	3,176	62	3,759
Alabama	164	15,279	1,747	133	901	1,027	1,005	22	1,075
Kentucky	128	11,319	1,296	111	668	683	669	14	1,099
Mississippi	79	4,768	563	64	308	293	287	6	346
Tennessee	144	16,123	2,060	119	1,079	1,235	1,215	20	1,239
WEST SOUTH CENTRAL	963	106,457	12,948	867	7,856	6,264	5,988	276	8,801
Arkansas	109	10,059	872	102	441	406	399	7	544
Louisiana	219	43,255	4,039	175	1,728	2,083	2,026	57	3,326
Oklahoma	145	9,335	1,206	137	601	605	589	16	802
Texas	490	43,808	6,831	453	5,086	3,170	2,974	196	4,129
MOUNTAIN	276	28,792	3,368	228	1,266	1,553	1,506	47	1,784
Arizona	34	2,962	436	30	152	183	181	2	296
Colorado	83	11,181	1,221	70	461	541	524	17	301
Idaho	31	4,017	436	25	186	226	215	11	354
Montana	30	4,820	533	18	175	248	244	4	456
Nevada	7	1,061	123	6	44	60	59	1	44
New Mexico	23	1,354	111	19	60	53	51	2	74
Utah	52	2,772	446	41	160	216	208	8	197
Wyoming	16	625	62	19	28	26	24	2	62
PACIFIC	1,339	191,552	27,500	1,485	8,750	13,479	13,122	357	17,376
California	981	157,041	22,269	1,206	7,044	10,945	10,666	279	11,886
Oregon	99	9,642	1,364	75	508	765	736	29	722
Washington	259	24,869	3,867	204	1,198	1,769	1,720	49	4,768

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MAJOR KINDS OF BUSINESS

TABLE 1-A.--NUMBER OF ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

Division and State	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
	HARDWARE								
UNITED STATES	1,129	$428,249	$77,981	454	30,741	$46,178	$45,851	$327	$106,980
NEW ENGLAND	75	16,132	3,616	30	1,401	2,004	1,988	16	4,423
Connecticut	11	1,095	241	5	80	116	113	3	165
Maine	16	4,228	991	1	376	540	540	--	1,556
Massachusetts	33	4,455	946	17	383	572	563	9	1,136
New Hampshire	3	2,579	578	4	242	313	313	--	740
Rhode Island	5	1,680	411	3	173	239	236	3	410
Vermont	7	2,095	449	--	147	224	223	1	416
MIDDLE ATLANTIC	368	73,190	15,405	187	5,800	8,826	8,756	70	18,021
New Jersey	27	5,043	1,095	13	325	532	529	3	1,165
New York	249	47,840	9,963	124	3,666	5,805	5,762	43	10,934
Pennsylvania	92	20,307	4,347	50	1,809	2,489	2,465	24	5,922
EAST NORTH CENTRAL	200	87,041	15,120	76	6,197	9,367	9,304	63	20,049
Illinois	68	23,107	4,343	29	1,741	2,171	2,136	35	5,051
Indiana	22	10,820	2,001	9	778	1,266	1,258	8	2,746
Michigan	40	15,178	2,381	14	976	1,473	1,467	6	3,495
Ohio	45	27,095	4,405	20	1,887	3,239	3,231	8	5,913
Wisconsin	25	10,841	1,990	4	815	1,218	1,212	6	2,844
WEST NORTH CENTRAL	80	68,832	13,189	15	5,623	7,833	7,780	53	14,521
Iowa	9	3,518	662	3	284	344	318	26	970
Kansas	13	4,880	855	2	366	517	515	2	1,469
Minnesota	17	26,467	4,678	4	1,933	2,733	2,715	18	5,896
Missouri	32	29,976	6,191	4	2,725	3,774	3,767	7	4,825
Nebraska	6	3,217	600	1	250	353	353	--	1,184
North Dakota	--	--	--	--	--	--	--	--	--
South Dakota	3	774	203	1	65	112	112	--	177
SOUTH ATLANTIC	138	x	x	x	x	x	x	x	x
Delaware	1	x	x	--	x	x	x	--	x
District of Columbia	7	2,620	443	4	143	308	308	--	491
Florida	12	4,389	965	2	400	580	579	1	1,110
Georgia	15	7,405	1,101	5	407	671	671	--	1,759
Maryland	21	2,581	509	20	180	252	251	1	442
North Carolina	24	7,787	1,064	9	384	652	652	--	1,649
South Carolina	12	4,895	753	2	268	450	444	6	1,157
Virginia	22	7,075	1,172	3	458	836	823	13	2,310
West Virginia	24	8,113	1,363	3	534	896	895	1	2,215
EAST SOUTH CENTRAL	60	34,763	5,664	11	2,302	3,411	3,389	22	8,354
Alabama	18	13,513	2,215	3	970	1,368	1,353	15	3,374
Kentucky	15	6,738	1,084	6	476	660	656	4	1,618
Mississippi	10	2,406	442	2	162	222	220	2	804
Tennessee	17	12,106	1,923	--	694	1,161	1,160	1	2,558
WEST SOUTH CENTRAL	69	36,137	5,890	23	2,249	3,378	3,366	12	10,682
Arkansas	8	3,909	588	1	251	341	340	1	1,165
Louisiana	12	6,674	1,290	1	431	693	690	3	1,961
Oklahoma	7	3,550	586	--	234	383	383	--	1,023
Texas	42	22,004	3,426	21	1,333	1,961	1,953	8	6,533
MOUNTAIN	27	x	x	x	x	x	x	x	x
Arizona	4	1,703	268	1	84	132	127	5	446
Colorado	4	1,349	152	--	73	100	95	5	469
Idaho	5	3,102	437	--	180	227	227	--	754
Montana	6	3,551	579	--	174	265	262	3	1,097
Nevada	2	x	x	--	x	x	x	x	x
New Mexico	1	x	x	--	x	x	x	--	x
Utah	5	6,897	1,233	--	469	731	719	12	1,700
Wyoming	--	--	--	--	--	--	--	--	--
PACIFIC	112	49,612	8,832	63	3,346	5,130	5,087	43	15,032
California	76	31,144	5,572	54	2,107	3,271	3,236	35	10,495
Oregon	17	5,468	984	9	329	464	461	3	1,178
Washington	19	13,000	2,276	--	910	1,395	1,390	5	3,359

* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MAJOR KINDS OF BUSINESS

TABLE 1-A.--NUMBER OF ESTABLISHMENTS, SALES, EXPENSES. PERSONNEL. PAY ROLL AND STOCKS FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

Division and State	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000) Total	Pay Roll* (add 000) Full-time	Pay Roll* (add 000) Part-time	Stocks on hand, end of year (add 000)
	JEWELRY AND OPTICAL GOODS								
UNITED STATES	1,801	$180,685	$35,481	1,300	11,105	$19,185	$18,973	$212	$47,213
NEW ENGLAND	105	x	x	x	x	x	x	x	x
Connecticut	6	669	67	4	24	29	27	2	81
Maine	4	143	46	3	22	32	32	--	18
Massachusetts	65	5,519	986	53	357	576	570	6	1,616
New Hampshire	1	x	x	x	x	x	x	--	x
Rhode Island	26	1,915	420	17	155	266	265	1	555
Vermont	3	79	27	2	12	14	14	--	31
MIDDLE ATLANTIC	1,055	102,672	18,274	891	4,841	9,325	9,228	97	29,897
New Jersey	9	601	189	3	82	126	126	--	67
New York	922	92,241	16,031	787	3,936	7,940	7,862	78	27,106
Pennsylvania	124	9,830	2,054	101	823	1,259	1,240	19	2,724
EAST NORTH CENTRAL	261	30,893	7,482	119	2,771	4,380	4,341	39	6,618
Illinois	116	19,382	4,057	55	1,393	2,300	2,271	29	4,524
Indiana	13	771	235	7	104	168	168	--	97
Michigan	46	2,540	913	20	456	604	599	5	462
Ohio	68	7,270	2,017	32	714	1,150	1,146	4	1,367
Wisconsin	18	930	260	5	104	158	157	1	168
WEST NORTH CENTRAL	96	6,903	2,113	30	860	1,234	1,229	5	1,761
Iowa	11	426	149	--	71	95	95	--	43
Kansas	7	231	80	4	38	41	41	--	36
Minnesota	24	1,979	581	8	231	367	365	2	436
Missouri	35	3,184	961	16	373	527	525	2	1,044
Nebraska	10	761	228	1	97	130	129	1	167
North Dakota	5	222	70	--	33	47	47	--	18
South Dakota	4	100	44	1	17	27	27	--	17
SOUTH ATLANTIC	51	9,363	1,292	35	404	725	704	21	1,622
Delaware	1	x	x	--	x	x	x	--	x
District of Columbia	9	3,864	197	5	66	126	110	16	338
Florida	6	710	193	1	31	139	139	--	400
Georgia	6	825	231	1	77	135	134	1	248
Maryland	19	3,257	418	24	149	204	200	4	508
North Carolina	3	154	58	4	21	25	25	--	15
South Carolina	1	x	x	--	x	x	x	--	x
Virginia	4	275	109	--	31	40	40	--	69
West Virginia	2	x	x	--	x	x	x	--	x
EAST SOUTH CENTRAL	13	742	236	4	109	147	147	--	160
Alabama	4	214	62	1	31	35	35	--	56
Kentucky	4	250	62	1	34	47	47	--	75
Mississippi	--	--	--	--	--	--	--	--	--
Tennessee	5	278	112	2	44	65	65	--	29
WEST SOUTH CENTRAL	36	x	x	x	x	x	x	--	x
Arkansas	1	x	x	--	x	x	x	--	x
Louisiana	7	644	179	5	75	89	89	--	286
Oklahoma	3	158	45	--	21	24	24	--	12
Texas	25	1,854	408	11	149	235	235	--	564
MOUNTAIN	19	904	281	6	116	169	169	--	177
Arizona	2	x	x	x	x	x	x	--	x
Colorado	7	450	129	3	64	88	88	--	58
Idaho	2	x	x	--	x	x	x	--	x
Montana	3	102	43	--	13	22	22	--	18
Nevada	--	--	--	--	--	--	--	--	--
New Mexico	2	x	x	x	x	x	x	--	x
Utah	3	194	45	--	14	22	22	--	12
Wyoming	--	--	--	--	--	--	--	--	--
PACIFIC	165	18,106	3,584	119	1,174	1,914	1,873	41	3,799
California	134	15,457	2,998	106	960	1,576	1,538	38	3,261
Oregon	8	775	159	3	57	85	85	--	90
Washington	23	1,874	427	10	157	253	250	3	448

* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MAJOR KINDS OF BUSINESS

TABLE 1-A.--NUMBER OF ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

Division and State	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
	LUMBER AND CONSTRUCTION MATERIALS								
UNITED STATES	2,817	$491,857	$82,051	1,251	27,245	$42,813	$40,839	$1,974	$63,652
NEW ENGLAND	147	29,690	5,115	79	1,646	2,672	2,550	122	3,899
Connecticut	21	6,053	982	6	362	574	571	3	892
Maine	19	1,521	195	12	82	101	98	3	109
Massachusetts	75	18,225	3,140	39	918	1,584	1,511	73	2,292
New Hampshire	14	1,349	176	14	64	78	77	1	159
Rhode Island	10	1,749	461	1	170	264	225	39	342
Vermont	8	793	161	7	50	71	68	3	105
MIDDLE ATLANTIC	730	120,759	22,606	274	7,160	12,521	11,773	748	18,687
New Jersey	70	19,544	2,723	13	751	1,412	1,389	23	1,801
New York	430	68,504	14,039	125	4,357	7,904	7,249	655	11,734
Pennsylvania	230	32,711	5,844	136	2,052	3,205	3,135	70	5,152
EAST NORTH CENTRAL	620	99,877	18,121	247	5,685	9,329	8,952	377	13,083
Illinois	194	41,216	7,240	70	2,108	3,757	3,599	158	4,852
Indiana	73	6,928	1,369	41	586	799	757	42	1,266
Michigan	99	15,212	2,304	44	761	1,245	1,225	20	2,053
Ohio	207	30,523	6,192	74	1,925	3,015	2,868	147	4,028
Wisconsin	47	5,998	1,016	18	305	513	503	10	884
WEST NORTH CENTRAL	258	57,619	7,731	95	2,759	4,305	4,184	121	5,519
Iowa	29	6,483	949	20	360	537	526	11	743
Kansas	29	4,857	740	10	261	418	413	5	672
Minnesota	61	23,017	2,478	21	706	1,341	1,308	33	1,449
Missouri	110	18,290	2,894	33	1,190	1,676	1,614	62	2,015
Nebraska	13	3,472	397	5	113	174	170	4	290
North Dakota	4	748	66	2	28	35	32	3	144
South Dakota	12	752	207	4	101	124	121	3	206
SOUTH ATLANTIC	332	45,460	7,350	168	3,098	3,875	3,715	160	5,338
Delaware	9	1,429	257	--	115	143	139	4	187
District of Columbia	16	5,715	1,105	10	374	522	511	11	787
Florida	59	9,456	1,635	18	718	819	781	38	1,453
Georgia	29	3,245	379	23	165	161	159	2	236
Maryland	52	7,184	1,146	30	454	690	678	12	989
North Carolina	65	6,998	840	49	388	458	409	49	547
South Carolina	21	2,576	333	8	133	180	180	--	176
Virginia	41	5,261	903	17	432	510	490	20	519
West Virginia	40	3,596	752	13	319	392	368	24	444
EAST SOUTH CENTRAL	175	29,267	4,586	105	1,880	2,348	2,250	98	2,876
Alabama	47	12,042	1,530	23	544	758	734	24	555
Kentucky	35	6,103	1,148	23	465	604	584	20	570
Mississippi	22	1,528	257	16	158	127	119	8	161
Tennessee	71	9,594	1,651	43	713	859	813	46	1,590
WEST SOUTH CENTRAL	175	26,621	3,908	69	1,554	1,860	1,752	108	3,557
Arkansas	23	3,290	416	10	224	211	205	6	710
Louisiana	29	7,525	873	11	262	377	339	38	595
Oklahoma	32	3,146	475	14	250	245	233	12	658
Texas	91	12,660	2,144	34	818	1,027	975	52	1,594
MOUNTAIN	52	10,951	1,430	19	506	787	764	23	1,492
Arizona	6	831	189	2	80	107	98	9	160
Colorado	17	3,310	585	5	164	266	264	2	437
Idaho	3	724	41	1	15	19	17	2	88
Montana	6	1,353	135	1	35	80	75	5	475
Nevada	2	x	x	x	x	x	x	x	x
New Mexico	2	x	x	x	x	x	x	--	x
Utah	14	4,304	430	6	194	287	284	3	277
Wyoming	2	x	x	x	x	x	x	--	x
PACIFIC	328	71,613	11,204	195	2,957	5,116	4,899	217	9,201
California	211	41,000	7,667	143	2,070	3,542	3,431	111	7,912
Oregon	51	8,919	955	25	287	501	463	38	501
Washington	66	21,694	2,582	27	600	1,073	1,005	68	788

* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MAJOR KINDS OF BUSINESS

TABLE 1-A.–NUMBER OF ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

Division and State	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000) Total	Pay Roll* (add 000) Full-time	Pay Roll* (add 000) Part-time	Stocks on hand, end of year (add 000)
	MACHINERY, EQUIPMENT AND SUPPLIES								
UNITED STATES	7,198	$835,647	$171,511	3,705	57,140	$95,410	$93,625	$1,785	$157,474
NEW ENGLAND	461	39,639	9,085	215	3,334	5,592	5,485	107	6,310
Connecticut	79	7,732	1,669	33	591	971	958	13	1,177
Maine	29	1,611	409	14	146	233	233	--	423
Massachusetts	300	26,442	6,092	147	2,268	3,841	3,755	86	4,049
New Hampshire	4	125	24	2	8	12	12	--	20
Rhode Island	43	3,208	781	18	287	484	477	7	547
Vermont	6	521	110	1	34	51	50	1	94
MIDDLE ATLANTIC	2,052	206,711	47,752	1,167	15,273	26,430	26,041	389	37,697
New Jersey	152	8,897	2,316	89	807	1,328	1,298	30	1,610
New York	1,391	142,562	33,754	739	10,307	18,368	18,114	254	25,340
Pennsylvania	509	55,252	11,682	339	4,159	6,734	6,629	105	10,747
EAST NORTH CENTRAL	1,422	162,345	38,809	748	13,164	21,663	21,256	407	27,934
Illinois	440	65,080	17,356	233	5,463	9,144	9,015	129	10,693
Indiana	132	12,719	3,101	78	1,194	1,734	1,715	19	2,206
Michigan	266	31,735	6,108	135	2,040	3,604	3,489	115	4,405
Ohio	439	37,643	8,794	240	3,270	5,115	5,001	114	7,632
Wisconsin	145	15,168	3,450	62	1,197	2,066	2,036	30	2,998
WEST NORTH CENTRAL	600	69,646	14,284	318	4,891	8,005	7,882	123	14,139
Iowa	90	5,697	1,364	56	542	797	778	19	1,084
Kansas	100	10,935	1,287	34	419	629	609	20	2,556
Minnesota	112	22,764	4,326	60	1,336	2,375	2,366	9	4,881
Missouri	227	22,577	5,585	131	2,010	3,294	3,237	57	4,112
Nebraska	50	5,708	1,335	21	471	720	705	15	1,196
North Dakota	14	1,303	252	9	81	143	141	2	196
South Dakota	7	662	135	7	32	47	46	1	114
SOUTH ATLANTIC	482	54,919	11,177	227	3,961	6,590	6,494	96	11,077
Delaware	5	137	41	2	18	24	24	--	29
District of Columbia	20	2,366	579	9	202	354	354	--	466
Florida	68	6,092	1,211	31	485	714	697	17	1,475
Georgia	65	6,782	1,619	38	540	891	887	4	1,372
Maryland	111	9,804	2,207	64	854	1,321	1,290	31	1,632
North Carolina	67	6,689	1,370	29	445	761	752	9	1,133
South Carolina	23	3,134	578	7	223	352	352	--	623
Virginia	65	8,195	1,651	25	566	1,006	994	12	1,712
West Virginia	58	11,720	1,921	22	628	1,167	1,144	23	2,635
EAST SOUTH CENTRAL	210	27,271	5,676	108	2,040	3,094	3,055	39	5,195
Alabama	53	8,212	1,630	27	590	831	821	10	1,345
Kentucky	65	6,817	1,309	34	495	785	771	14	1,289
Mississippi	13	975	201	7	79	112	109	3	203
Tennessee	79	11,267	2,536	40	876	1,366	1,354	12	2,358
WEST SOUTH CENTRAL	811	137,831	18,192	295	5,966	9,525	9,309	216	24,901
Arkansas	28	3,089	593	14	180	301	297	4	732
Louisiana	105	19,593	3,382	33	1,272	1,866	1,821	45	3,705
Oklahoma	223	35,179	4,613	65	1,433	2,380	2,326	54	6,613
Texas	455	79,970	9,604	183	3,081	4,978	4,865	113	13,851
MOUNTAIN	169	21,269	3,573	76	1,139	1,895	1,852	43	3,839
Arizona	16	1,714	297	8	89	158	153	5	248
Colorado	70	7,938	1,698	37	585	952	938	14	1,240
Idaho	8	980	160	7	40	77	73	4	154
Montana	21	3,409	488	5	120	240	228	12	796
Nevada	3	21	7	2	3	4	3	1	21
New Mexico	12	2,768	141	4	42	70	68	2	542
Utah	32	3,357	718	10	249	377	372	5	627
Wyoming	7	1,082	64	3	11	17	17	--	211
PACIFIC	991	116,016	22,963	551	7,372	12,616	12,251	365	26,382
California	728	89,277	17,824	432	5,655	9,764	9,469	295	19,981
Oregon	90	10,373	1,840	54	592	1,056	1,035	21	2,526
Washington	173	16,366	3,299	65	1,125	1,796	1,747	49	3,875

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* Includes no compensation for proprietors and firm members of unincorporated businesses

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MAJOR KINDS OF BUSINESS

TABLE 1-A.--NUMBER OF ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

Division and State	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
	METALS AND METAL WORK (Except Scrap)								
UNITED STATES	810	$281,996	$37,315	307	10,623	$19,324	$19,026	$298	$39,939
NEW ENGLAND	50	x	x	x	x	x	x	x	x
Connecticut	12	1,208	233	4	99	147	145	2	354
Maine	1	x	x	--	x	x	x	--	--
Massachusetts	32	7,418	1,657	4	459	807	803	4	1,957
New Hampshire	--	--	--	--	--	--	--	--	--
Rhode Island	4	534	115	5	40	63	63	--	199
Vermont	1	x	x	--	x	x	x	--	--
MIDDLE ATLANTIC	287	158,900	16,381	111	3,793	7,629	7,558	71	18,815
New Jersey	31	6,325	1,322	9	507	765	761	4	1,063
New York	192	135,286	12,346	71	2,345	5,285	5,252	33	15,129
Pennsylvania	64	17,289	2,713	31	941	1,579	1,545	34	2,623
EAST NORTH CENTRAL	194	62,908	9,666	58	2,905	5,441	5,357	84	8,528
Illinois	59	17,392	3,378	16	1,189	2,142	2,119	23	2,862
Indiana	13	3,237	574	3	192	304	301	3	644
Michigan	46	18,198	2,467	13	650	1,360	1,331	29	2,134
Ohio	65	22,285	2,942	23	783	1,462	1,436	26	2,643
Wisconsin	11	1,796	305	3	91	173	170	3	245
WEST NORTH CENTRAL	55	x	x	x	x	x	x	x	x
Iowa	10	936	129	7	147	79	41	38	296
Kansas	3	349	53	1	20	13	13	--	11
Minnesota	10	1,269	203	4	62	115	113	2	271
Missouri	24	6,712	1,484	3	484	832	813	19	1,216
Nebraska	6	1,881	224	3	102	136	136	--	169
North Dakota	1	x	x	--	x	x	x	--	x
South Dakota	1	x	x	--	x	x	x	--	x
SOUTH ATLANTIC	51	9,477	1,770	27	619	997	990	7	1,459
Delaware	--	--	--	--	--	--	--	--	--
District of Columbia	5	929	215	1	84	117	116	1	144
Florida	3	786	122	1	29	65	63	2	52
Georgia	6	1,331	218	2	60	112	112	--	167
Maryland	25	4,007	737	19	256	418	417	1	622
North Carolina	2	x	x	x	x	x	x	x	x
South Carolina	1	x	x	--	x	x	x	--	x
Virginia	7	1,901	318	3	117	202	200	2	400
West Virginia	2	x	x	--	x	x	x	--	x
EAST SOUTH CENTRAL	14	x	x	x	x	x	x	x	x
Alabama	2	x	x	--	x	x	x	x	x
Kentucky	5	505	79	4	42	45	44	1	53
Mississippi	--	--	--	--	--	--	--	--	--
Tennessee	7	1,458	284	6	89	141	140	1	234
WEST SOUTH CENTRAL	37	x	x	x	x	x	x	x	x
Arkansas	1	x	x	--	x	x	x	--	x
Louisiana	15	2,616	451	5	176	272	258	14	342
Oklahoma	13	2,163	321	5	109	205	202	3	230
Texas	8	2,088	272	2	121	134	129	5	403
MOUNTAIN	13	1,765	218	6	83	119	115	4	189
Arizona	--	--	--	--	--	--	--	--	--
Colorado	2	x	x	--	x	x	x	--	x
Idaho	3	240	22	1	10	12	12	--	21
Montana	--	--	--	--	--	--	--	--	--
Nevada	3	76	18	1	9	8	4	4	18
New Mexico	--	--	--	--	--	--	--	--	--
Utah	3	872	113	2	29	52	52	--	89
Wyoming	2	x	x	x	x	x	x	--	x
PACIFIC	109	18,836	3,597	52	1,203	2,052	2,010	42	5,133
California	84	13,546	2,381	43	783	1,392	1,350	42	3,348
Oregon	12	2,645	591	8	183	266	266	--	1,052
Washington	13	2,645	625	1	237	394	394	--	733

* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations

TABLE 1-A.--NUMBER OF ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

Division and State	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
	PAPER AND ITS PRODUCTS								
UNITED STATES	2,549	$408,935	$74,843	1,417	25,605	$44,459	$43,957	$502	$57,933
NEW ENGLAND	263	34,644	6,921	148	2,533	4,145	4,041	104	4,935
Connecticut	43	5,528	1,119	16	327	670	664	6	1,024
Maine	13	1,707	443	7	179	281	278	3	351
Massachusetts	182	24,022	4,620	110	1,751	2,758	2,667	91	3,028
New Hampshire	4	225	40	3	15	18	17	1	49
Rhode Island	16	2,657	605	10	223	356	355	1	370
Vermont	5	505	94	2	38	62	60	2	113
MIDDLE ATLANTIC	1,102	158,031	28,039	670	9,198	16,222	16,063	159	20,250
New Jersey	105	7,931	1,662	61	625	1,016	1,009	7	1,073
New York	791	118,370	19,838	470	6,400	11,565	11,447	118	13,715
Pennsylvania	206	31,730	6,539	139	2,173	3,641	3,607	34	5,462
EAST NORTH CENTRAL	485	99,786	18,108	260	5,826	10,785	10,665	120	12,580
Illinois	186	41,070	6,999	110	2,071	4,117	4,053	64	4,587
Indiana	38	6,515	1,364	20	503	873	862	11	1,028
Michigan	88	19,160	3,679	52	1,091	2,012	2,003	9	2,399
Ohio	126	26,733	4,708	57	1,619	2,981	2,954	27	3,619
Wisconsin	47	6,308	1,358	21	542	802	793	9	947
WEST NORTH CENTRAL	182	x	x	x	x	x	x	x	x
Iowa	23	3,362	685	11	276	447	444	3	770
Kansas	9	1,070	215	5	83	144	144	--	266
Minnesota	50	11,115	2,191	15	822	1,331	1,315	16	1,746
Missouri	79	14,274	2,437	39	917	1,496	1,472	24	2,012
Nebraska	17	4,034	924	9	313	517	505	12	917
North Dakota	1	x	x	--	x	x	x	--	x
South Dakota	3	522	124	1	39	75	75	--	98
SOUTH ATLANTIC	183	30,126	4,877	94	1,762	2,952	2,929	23	4,246
Delaware	5	82	31	2	19	19	17	2	17
District of Columbia	24	6,162	845	16	286	496	495	1	511
Florida	35	4,168	745	16	299	451	449	2	839
Georgia	18	2,536	408	10	155	262	260	2	482
Maryland	47	6,285	1,099	28	361	568	563	5	749
North Carolina	19	3,107	506	7	164	290	287	3	492
South Carolina	9	1,278	219	4	91	156	156	--	169
Virginia	21	6,040	915	8	344	649	645	4	867
West Virginia	5	468	109	3	43	61	57	4	120
EAST SOUTH CENTRAL	56	9,384	1,729	20	686	1,104	1,096	8	1,749
Alabama	13	1,346	247	4	99	161	160	1	291
Kentucky	15	1,896	346	7	144	225	220	5	382
Mississippi	4	175	30	1	16	21	21	--	48
Tennessee	24	5,967	1,106	8	427	697	695	2	1,028
WEST SOUTH CENTRAL	78	12,108	2,637	24	1,026	1,547	1,541	6	2,230
Arkansas	5	714	129	2	47	75	75	--	109
Louisiana	16	3,138	673	2	254	356	354	2	597
Oklahoma	10	1,773	398	2	153	263	263	--	254
Texas	47	6,483	1,437	18	572	853	849	4	1,270
MOUNTAIN	27	x	x	x	x	x	x	x	x
Arizona	3	341	57	2	13	29	29	--	39
Colorado	12	2,437	473	4	180	262	261	1	289
Idaho	3	481	51	2	10	20	20	--	55
Montana	5	1,039	197	2	45	98	97	1	215
Nevada	--	--	--	--	--	--	--	--	--
New Mexico	1	x	x	--	x	x	x	--	x
Utah	3	633	146	--	49	75	75	--	169
Wyoming	--	--	--	--	--	--	--	--	--
PACIFIC	173	25,311	4,981	111	1,807	3,178	3,153	25	5,315
California	131	18,973	3,766	93	1,392	2,394	2,371	23	4,033
Oregon	12	2,116	419	7	146	240	239	1	425
Washington	30	4,222	796	11	269	544	543	1	857

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MAJOR KINDS OF BUSINESS

TABLE 1-A.--NUMBER OF ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

Division and State	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
	PETROLEUM AND ITS PRODUCTS								
UNITED STATES	674	$132,399	$17,137	389	4,437	$8,089	$7,977	$112	$6,485
NEW ENGLAND	40	x	x	x	x	x	x	x	x
Connecticut	15	2,853	468	14	147	240	239	1	49
Maine	1	x	x	x	x	x	x	x	x
Massachusetts	18	2,129	270	5	87	147	138	9	128
New Hampshire	1	x	x	x	x	x	x	--	x
Rhode Island	5	321	40	4	13	10	9	1	58
Vermont	--	--	--	--	--	--	--	--	--
MIDDLE ATLANTIC	133	34,470	6,385	62	1,295	2,762	2,738	24	1,967
New Jersey	26	6,551	1,179	12	275	591	581	10	457
New York	71	13,994	2,423	24	566	1,251	1,242	9	976
Pennsylvania	36	13,925	2,783	26	454	920	915	5	534
EAST NORTH CENTRAL	152	39,895	3,297	81	945	1,691	1,661	30	968
Illinois	38	4,749	618	21	200	347	340	7	186
Indiana	9	1,736	206	3	67	95	94	1	65
Michigan	36	3,015	517	28	160	253	248	5	148
Ohio	52	29,371	1,765	23	438	876	866	10	513
Wisconsin	17	1,024	191	6	80	120	113	7	56
WEST NORTH CENTRAL	90	x	x	x	x	x	x	x	x
Iowa	9	449	127	6	35	58	58	--	25
Kansas	8	304	70	7	29	39	39	--	44
Minnesota	27	16,134	1,628	14	390	613	612	1	754
Missouri	32	5,482	735	15	189	374	368	6	185
Nebraska	12	2,426	343	6	100	168	166	2	179
North Dakota	1	x	x	x	x	x	x	--	x
South Dakota	1	x	x	x	x	x	x	--	x
SOUTH ATLANTIC	76	x	x	x	x	x	x	x	x
Delaware	--	--	--	--	--	--	--	--	--
District of Columbia	1	x	x	x	x	x	x	--	x
Florida	18	3,009	358	6	131	235	234	1	249
Georgia	11	1,695	439	7	87	188	187	1	82
Maryland	6	244	59	6	27	30	25	5	3
North Carolina	5	227	51	3	23	24	23	1	8
South Carolina	13	508	88	3	41	51	50	1	19
Virginia	17	3,254	517	11	158	292	280	12	185
West Virginia	5	182	22	4	6	5	5	--	13
EAST SOUTH CENTRAL	18	x	x	x	x	x	x	x	x
Alabama	2	x	x	x	x	x	x	--	x
Kentucky	4	245	56	2	25	40	40	--	40
Mississippi	6	281	54	2	28	32	29	3	29
Tennessee	6	172	51	2	25	29	29	--	9
WEST SOUTH CENTRAL	77	9,672	770	71	265	376	369	7	457
Arkansas	7	371	60	5	29	34	34	--	23
Louisiana	9	386	99	5	41	47	47	--	27
Oklahoma	15	6,437	236	16	48	76	74	2	326
Texas	46	2,478	375	45	147	219	214	5	81
MOUNTAIN	25	1,154	241	8	76	116	115	1	89
Arizona	1	x	x	--	x	x	x	x	x
Colorado	10	387	82	5	31	46	46	--	28
Idaho	2	x	x	x	x	x	x	x	x
Montana	1	x	x	x	x	x	x	x	x
Nevada	--	--	--	--	--	--	--	--	--
New Mexico	--	--	--	--	--	--	--	--	--
Utah	11	586	93	1	30	45	45	--	52
Wyoming	--	--	--	--	--	--	--	--	--
PACIFIC	63	6,821	963	49	274	514	509	5	917
California	52	6,195	878	41	249	474	469	5	875
Oregon	4	183	27	3	10	18	18	--	20
Washington	7	443	58	5	15	22	22	--	22

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MAJOR KINDS OF BUSINESS

TABLE 1-A.--NUMBER OF ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

Division and State	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES								
UNITED STATES	1,743	$243,173	$48,202	636	16,919	$26,851	$26,396	$455	$50,812
NEW ENGLAND	169	20,374	4,507	58	1,530	2,487	2,464	23	4,526
Connecticut	46	6,280	1,319	20	441	687	681	6	1,597
Maine	4	266	83	1	28	46	46	--	97
Massachusetts	90	10,224	2,275	26	770	1,298	1,286	12	2,167
New Hampshire	8	1,126	207	1	65	111	111	--	119
Rhode Island	16	1,856	491	8	175	277	274	3	269
Vermont	5	622	132	2	51	68	66	2	277
MIDDLE ATLANTIC	682	87,475	17,730	242	5,892	9,785	9,600	185	17,941
New Jersey	123	13,384	2,500	35	814	1,322	1,308	14	3,150
New York	382	53,613	10,915	131	3,474	6,006	5,901	105	10,567
Pennsylvania	177	20,478	4,315	76	1,604	2,457	2,391	66	4,224
EAST NORTH CENTRAL	361	50,507	10,525	124	3,709	5,977	5,889	88	10,294
Illinois	117	16,040	3,485	47	1,175	2,046	2,008	38	3,492
Indiana	24	3,775	743	10	318	444	440	4	747
Michigan	70	11,010	2,204	23	772	1,214	1,204	10	2,038
Ohio	110	12,734	2,609	36	943	1,402	1,383	19	2,425
Wisconsin	40	6,948	1,484	8	501	871	854	17	1,592
WEST NORTH CENTRAL	108	x	x	x	x	x	x	x	x
Iowa	13	2,582	582	3	248	349	346	3	927
Kansas	12	1,524	297	6	115	157	151	6	400
Minnesota	31	4,581	1,065	19	402	590	580	10	1,126
Missouri	44	7,149	1,390	18	564	788	781	7	1,533
Nebraska	7	1,272	295	--	113	170	169	1	345
North Dakota	1	x	x	x	x	x	x	--	x
South Dakota	--	--	--	--	--	--	--	--	--
SOUTH ATLANTIC	138	26,433	4,474	39	1,559	2,474	2,443	31	4,027
Delaware	6	1,439	254	1	87	172	172	--	274
District of Columbia	11	5,109	562	1	193	341	339	2	511
Florida	16	2,235	339	2	118	189	187	2	449
Georgia	16	2,143	458	10	149	234	233	1	287
Maryland	34	5,304	1,050	13	435	676	672	4	949
North Carolina	16	2,622	446	4	140	202	196	6	433
South Carolina	7	931	204	2	68	102	102	--	130
Virginia	21	5,304	913	1	268	427	416	11	774
West Virginia	11	1,346	248	5	101	131	126	5	220
EAST SOUTH CENTRAL	35	7,596	1,149	10	529	697	686	11	1,815
Alabama	3	431	78	--	26	35	35	--	75
Kentucky	13	2,102	301	4	147	207	207	--	405
Mississippi	4	236	43	2	28	26	21	5	61
Tennessee	15	4,827	727	4	328	429	423	6	1,274
WEST SOUTH CENTRAL	74	9,217	1,710	29	652	891	875	16	1,901
Arkansas	4	416	90	2	35	52	51	1	102
Louisiana	13	1,760	311	3	122	171	170	1	265
Oklahoma	14	2,017	389	2	136	193	188	5	477
Texas	43	5,024	920	22	359	475	466	9	1,057
MOUNTAIN	25	x	x	x	x	x	x	x	x
Arizona	2	x	x	x	x	x	x	--	x
Colorado	13	2,107	479	3	196	234	220	14	481
Idaho	2	x	x	x	x	x	x	x	x
Montana	2	x	x	--	x	x	x	--	x
Nevada	--	--	--	--	--	--	--	--	--
New Mexico	2	x	x	--	x	x	x	x	x
Utah	4	1,415	126	1	39	74	70	4	149
Wyoming	--	--	--	--	--	--	--	--	--
PACIFIC	151	19,003	3,571	80	1,267	2,038	1,989	49	4,701
California	121	14,510	2,668	66	962	1,545	1,508	37	3,310
Oregon	10	1,962	350	5	123	190	189	1	772
Washington	20	2,531	553	9	182	303	292	11	619

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MAJOR KINDS OF BUSINESS

TABLE 1-A.--NUMBER OF ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

Division and State	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
	TOBACCO AND ITS PRODUCTS (Except Leaf)								
UNITED STATES	2,253	$783,368	$42,853	1,859	14,687	$21,547	$21,315	$232	$40,902
NEW ENGLAND	198	71,812	3,510	146	1,277	1,966	1,933	33	3,599
Connecticut	40	13,607	675	35	261	370	361	9	764
Maine	17	3,213	197	11	72	93	92	1	204
Massachusetts	102	42,436	1,824	68	663	1,081	1,071	10	1,830
New Hampshire	15	3,298	231	10	110	132	123	9	333
Rhode Island	16	6,968	419	14	126	223	223	--	324
Vermont	8	2,290	164	8	45	67	63	4	144
MIDDLE ATLANTIC	643	234,255	11,293	555	4,253	6,350	6,274	76	11,154
New Jersey	83	33,884	1,769	63	685	991	983	8	1,147
New York	318	139,619	6,213	263	2,201	3,592	3,561	31	6,477
Pennsylvania	242	60,752	3,311	229	1,367	1,767	1,730	37	3,530
EAST NORTH CENTRAL	551	181,765	9,220	445	3,493	5,091	5,037	54	9,843
Illinois	153	57,299	2,588	141	1,011	1,508	1,495	13	3,617
Indiana	69	19,656	1,070	57	380	566	561	5	984
Michigan	133	39,593	1,690	93	671	920	914	6	1,663
Ohio	121	47,269	2,880	86	1,057	1,537	1,519	18	2,428
Wisconsin	75	17,948	992	68	374	560	548	12	1,151
WEST NORTH CENTRAL	231	52,705	2,800	216	1,065	1,411	1,399	12	2,694
Iowa	24	5,150	274	28	126	145	144	1	300
Kansas	40	7,877	325	39	135	139	135	4	338
Minnesota	64	12,931	547	56	213	276	274	2	617
Missouri	84	20,989	1,299	81	488	737	733	4	1,186
Nebraska	15	5,192	282	10	78	80	80	--	217
North Dakota	3	x	x	x	x	x	x	x	x
South Dakota	1	x	x	x	--	--	--	--	--
SOUTH ATLANTIC	202	78,922	5,146	158	1,791	2,589	2,577	12	4,705
Delaware	4	1,643	83	3	32	58	58	--	67
District of Columbia	15	9,304	457	14	170	307	307	--	489
Florida	36	15,879	907	26	365	501	501	--	1,364
Georgia	22	10,855	597	14	212	289	286	3	546
Maryland	36	12,457	813	36	310	414	410	4	760
North Carolina	28	6,251	389	19	153	207	206	1	299
South Carolina	22	4,187	304	20	144	169	168	1	380
Virginia	18	8,217	557	10	209	353	353	--	436
West Virginia	21	10,129	1,039	16	196	291	288	3	364
EAST SOUTH CENTRAL	63	19,259	1,093	53	446	638	636	2	1,263
Alabama	12	6,003	373	7	144	212	212	--	471
Kentucky	24	5,415	259	21	106	170	169	1	309
Mississippi	10	2,329	132	6	73	71	70	1	135
Tennessee	17	5,512	329	19	123	185	185	--	348
WEST SOUTH CENTRAL	131	38,422	1,795	112	820	1,018	1,005	13	1,501
Arkansas	8	1,842	86	7	37	43	42	1	59
Louisiana	29	7,385	502	19	264	311	304	7	232
Oklahoma	30	7,255	345	21	130	154	152	2	217
Texas	64	21,940	862	65	389	510	507	3	993
MOUNTAIN	67	14,672	1,114	47	349	531	520	11	791
Arizona	7	1,580	79	4	31	37	36	1	74
Colorado	17	4,904	293	12	108	157	153	4	249
Idaho	7	1,207	203	4	33	53	53	--	99
Montana	13	2,576	240	10	68	109	106	3	132
Nevada	4	1,069	99	1	28	53	53	--	73
New Mexico	5	531	11	4	5	8	8	--	46
Utah	8	2,307	168	7	64	97	96	1	89
Wyoming	6	498	21	5	12	17	15	2	29
PACIFIC	167	91,556	6,882	127	1,193	1,953	1,934	19	5,352
California	126	76,763	6,125	91	929	1,510	1,502	8	4,586
Oregon	18	6,033	296	22	93	164	160	4	283
Washington	23	8,760	461	14	171	279	272	7	483

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MAJOR KINDS OF BUSINESS

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Division and State	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
	WASTE MATERIALS								
UNITED STATES	4,793	$399,664	$58,093	4,405	29,461	$30,482	$29,230	$1,252	$34,117
NEW ENGLAND	455	40,757	6,068	370	2,827	3,391	3,266	125	3,660
Connecticut	91	6,315	1,345	62	627	782	759	23	572
Maine	24	1,079	201	22	83	80	72	8	157
Massachusetts	267	30,661	4,064	223	1,841	2,279	2,197	82	2,720
New Hampshire	12	126	38	10	24	25	25	--	18
Rhode Island	46	2,411	386	36	234	215	206	9	150
Vermont	15	165	34	17	18	10	7	3	43
MIDDLE ATLANTIC	1,553	123,418	17,523	1,458	7,620	8,879	8,568	311	11,031
New Jersey	229	9,843	1,987	196	996	1,047	985	62	647
New York	861	63,541	10,599	782	4,276	5,404	5,252	152	5,439
Pennsylvania	463	50,034	4,937	480	2,348	2,428	2,331	97	4,945
EAST NORTH CENTRAL	1,305	135,049	18,874	1,161	9,354	9,855	9,454	401	8,209
Illinois	331	46,977	5,892	277	3,015	3,383	3,268	115	2,256
Indiana	166	8,471	1,467	161	906	812	755	57	850
Michigan	241	22,548	3,437	240	1,925	1,868	1,790	78	1,196
Ohio	426	50,547	6,948	359	2,891	3,207	3,096	111	3,518
Wisconsin	141	6,506	1,130	124	617	585	545	40	389
WEST NORTH CENTRAL	469	28,437	4,481	464	2,678	2,239	2,138	101	3,791
Iowa	110	3,980	691	116	424	337	312	25	539
Kansas	73	3,415	715	80	288	204	182	22	335
Minnesota	93	8,794	1,114	91	708	691	679	12	1,836
Missouri	144	8,555	1,402	131	978	756	726	30	765
Nebraska	25	1,860	310	24	149	137	130	7	153
North Dakota	13	1,372	192	11	94	79	75	4	118
South Dakota	11	461	57	11	37	35	34	1	45
SOUTH ATLANTIC	338	26,173	3,658	297	2,501	2,069	1,947	122	2,202
Delaware	11	267	55	9	48	31	28	3	31
District of Columbia	32	3,190	463	28	305	326	311	15	354
Florida	28	1,393	298	23	195	149	141	8	264
Georgia	53	6,072	606	47	398	320	309	11	375
Maryland	80	4,946	834	76	640	464	425	39	337
North Carolina	36	1,990	299	28	246	186	177	9	281
South Carolina	17	2,832	178	15	125	129	128	1	115
Virginia	42	3,194	457	35	303	213	196	17	329
West Virginia	39	2,289	468	36	241	251	232	19	116
EAST SOUTH CENTRAL	145	11,180	1,604	142	1,228	963	929	34	879
Alabama	35	2,819	495	26	386	322	317	5	298
Kentucky	55	5,017	592	52	369	345	337	8	235
Mississippi	17	490	78	22	102	44	35	9	36
Tennessee	38	2,854	439	42	371	252	240	12	310
WEST SOUTH CENTRAL	181	11,771	1,945	166	1,322	1,082	1,024	58	1,591
Arkansas	17	733	134	16	150	85	70	15	109
Louisiana	29	2,863	588	29	395	299	295	4	314
Oklahoma	38	801	147	39	148	104	93	11	57
Texas	97	7,374	1,076	82	629	594	566	28	1,111
MOUNTAIN	66	1,879	330	65	173	168	148	20	373
Arizona	4	144	19	4	13	13	10	3	6
Colorado	28	1,099	158	27	89	82	73	9	261
Idaho	5	98	16	4	8	8	8	--	7
Montana	4	x	x	x	x	x	x	x	x
Nevada	--	--	--	--	--	--	--	--	--
New Mexico	--	--	--	--	--	--	--	--	--
Utah	23	393	108	23	46	47	43	4	40
Wyoming	2	x	x	x	x	x	x	x	x
PACIFIC	281	21,000	3,610	282	1,758	1,836	1,756	80	2,381
California	228	15,942	2,856	234	1,418	1,437	1,380	57	1,549
Oregon	11	1,065	160	11	84	94	90	4	138
Washington	42	3,993	594	37	256	305	286	19	694

* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MAJOR KINDS OF BUSINESS

TABLE 1-A.–NUMBER OF ESTABLISHMENTS, SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

Division and State	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
	ALL OTHER PRODUCTS								
UNITED STATES	4,184	$550,233	$72,850	3,052	26,352	$39,250	$38,275	$975	$68,711
NEW ENGLAND	435	60,443	6,930	328	2,485	3,769	3,691	78	5,488
Connecticut	50	2,804	485	39	219	274	266	8	215
Maine	17	x	x	x	x	x	x	x	x
Massachusetts	328	x	x	x	x	x	x	x	x
New Hampshire	9	363	74	6	30	45	44	1	27
Rhode Island	29	x	x	x	x	x	x	x	x
Vermont	2	x	x	x	x	x	x	--	x
MIDDLE ATLANTIC	1,604	309,336	35,889	1,106	10,565	18,693	18,333	360	42,667
New Jersey	135	15,590	2,848	83	834	1,306	1,274	32	1,241
New York	1,161	262,086	28,498	774	7,664	14,828	14,591	237	38,283
Pennsylvania	308	31,660	4,543	249	2,067	2,559	2,468	91	3,143
EAST NORTH CENTRAL	729	78,337	12,040	523	5,211	6,978	6,781	197	6,267
Illinois	264	39,503	5,921	190	2,229	3,420	3,335	85	2,918
Indiana	68	5,567	846	50	519	483	455	28	749
Michigan	124	8,564	1,597	101	782	943	907	36	684
Ohio	199	21,009	2,921	133	1,338	1,726	1,696	30	1,388
Wisconsin	74	3,694	755	49	343	406	388	18	528
WEST NORTH CENTRAL	265	x	x	x	x	x	x	x	x
Iowa	32	1,518	314	25	208	175	164	11	264
Kansas	12	428	88	10	40	45	44	1	108
Minnesota	61	5,286	984	50	419	547	518	29	782
Missouri	139	16,511	2,851	79	1,167	1,524	1,482	42	2,777
Nebraska	13	x	x	x	x	x	x	x	x
North Dakota	5	319	83	5	48	40	39	1	93
South Dakota	3	87	20	4	12	11	11	--	17
SOUTH ATLANTIC	248	20,373	3,405	159	1,666	1,973	1,911	62	2,350
Delaware	7	378	54	4	69	26	20	6	10
District of Columbia	13	1,968	300	7	127	199	199	--	161
Florida	56	x	x	x	x	x	x	x	x
Georgia	33	x	x	x	x	x	x	x	x
Maryland	52	2,997	544	46	249	318	315	3	398
North Carolina	21	1,638	233	16	97	132	126	6	206
South Carolina	10	762	105	5	61	51	49	2	115
Virginia	35	3,901	686	14	263	406	397	9	284
West Virginia	21	647	151	16	87	90	89	1	95
EAST SOUTH CENTRAL	102	6,721	1,311	58	588	680	667	13	748
Alabama	20	1,185	255	14	174	130	128	2	123
Kentucky	25	950	234	18	125	149	143	6	100
Mississippi	8	686	95	3	27	24	23	1	34
Tennessee	49	3,900	727	23	262	377	373	4	491
WEST SOUTH CENTRAL	148	10,722	2,018	84	848	1,081	1,053	28	1,613
Arkansas	12	429	81	11	53	40	38	2	68
Louisiana	24	x	x	x	x	x	x	x	x
Oklahoma	23	x	x	x	x	x	x	x	x
Texas	89	5,398	969	48	457	580	573	7	605
MOUNTAIN	67	3,996	826	38	351	455	429	26	787
Arizona	5	214	46	2	18	21	21	--	28
Colorado	37	2,383	563	20	238	324	304	20	459
Idaho	5	371	24	4	16	8	8	--	116
Montana	3	192	45	1	11	23	22	1	34
Nevada	3	100	14	2	14	9	9	--	9
New Mexico	2	x	x	x	x	x	x	x	x
Utah	10	670	126	6	48	65	61	4	128
Wyoming	2	x	x	x	x	x	x	--	x
PACIFIC	586	x	x	x	x	x	x	x	x
California	504	25,916	4,026	517	1,796	2,191	2,097	94	2,927
Oregon	22	x	x	x	x	x	x	x	x
Washington	60	6,004	1,327	44	625	687	666	21	1,290

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* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations.

WHOLESALE DISTRIBUTION: 1935

VOLUME IV

SECTION THREE

142 DETAILED KINDS OF BUSINESS OF FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS BY STATES

This section consists of Table 1B which shows, by States, the number of establishments, net sales, personnel and total pay roll for 142 kinds of business of full-service and limited-function wholesalers. It presents, by States, the information shown in summary for the United States in Table I, Page XI. The data analyzed here by kinds of business in detail are shown in summary for 29 kind-of-business groups in Table 1A.

In presenting the statistics, as much detail as possible is given. The confidential nature of the data, however, requires the withholding of much information to prevent the disclosure of individual operations. In general, no information other than the number of places of business can be shown when fewer than three establishments or ownerships are involved. In some cases it has been necessary, also, to withhold data for a larger number of establishments to protect deleted information from disclosure.

SECTION TWO

Table 1B presenting, by States, number of establishments, net sales, proprietors, employees and total pay roll for 142 kinds of business.

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- Amusement and sporting goods:
  - Cameras and motion picture equipment and supplies ... 35
  - Moving picture films ... 35
  - Sporting goods (full line) ... 35
  - Toys, novelties and fireworks ... 35
  - All other ... 35
- Automotive:
  - Automobiles and other motor vehicles ... 36
  - Automotive equipment ... 36
  - Tires and tubes ... 36
- Beer, wines and liquors:
  - Beer and other fermented malt liquors ... 37
  - Wines and liquors ... 37
- Chemicals and paints:
  - Dyestuffs ... 38
  - Explosives ... 38
  - Industrial chemicals ... 38
  - Naval stores ... 38
  - Paints and varnishes ... 38
  - All other ... 39
- Clothing and furnishings:
  - Clothing and/or furnishings (full line) ... 39
  - Men's and boys' ... 39
  - Women's and children's ... 40
  - Furs, dressed and fur clothing ... 40
  - Hosiery ... 40
  - Millinery and millinery supplies ... 40
  - Shoes and other footwear ... 41
- Coal and coke ... 41
- Drugs (full line) ... 41
- Drugs and drug sundries (specialty lines):
  - Drug specialties ... 42
  - Patent medicines ... 42
  - Toilet articles and preparations ... 42
  - All other ... 42
- Dry goods (full line) ... 43
- Dry goods (specialty lines):
  - Notions ... 43
  - Piece goods ... 43
  - All other ... 44
- Electrical goods:
  - Electrical merchandise (full line) ... 44
  - Apparatus and equipment ... 44
  - Wiring supplies and construction material ... 44
  - Radios, refrigerators and appliances ... 45
- Farm products-raw materials:
  - Cotton ... 45
  - Grain ... 45
  - Hides, skins and furs (raw) ... 46
  - Horses and mules ... 46
  - Livestock ... 46
  - Silk (raw) ... 46
  - Tobacco (leaf) ... 46
  - Wool and mohair ... 46
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- Farm products-consumer goods:
  - Dairy products ... 47
  - Poultry and poultry products ... 47
  - Dairy and poultry products ... 48
  - Fruits and vegetables (fresh) ... 48
  - All other ... 49
- Farm supplies:
  - Feed ... 49
  - Fertilizer ... 49
  - Seeds ... 49
  - All other ... 50
- Furniture and house furnishings:
  - China, glassware and crockery ... 50
  - Floor coverings ... 50
  - Furniture (household and office) ... 50
  - House furnishings (except as specified) ... 51
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- Groceries (full line) ... 51
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  - Canned goods ... 52
  - Coffee, tea and spices ... 52
  - Confectionery ... 53
  - Fish and sea foods ... 53
  - Flour ... 53
  - Meats and meat products ... 54
  - Soft drinks ... 54
  - Sugar ... 55
  - Other food and grocery specialties ... 55
- Hardware:
  - Hardware (full line) ... 55
  - Hardware (specialty lines) ... 56
- Jewelry and optical goods:
  - Jewelry (full line) ... 56
  - Clocks and watches ... 56
  - Diamonds and other precious stones ... 56
  - Other jewelry specialties ... 57
  - Optical goods ... 57
- Lumber and construction materials:
  - Builders' supplies (full line) ... 57
  - Lumber and millwork ... 58
  - Brick, tile and terra cotta ... 58
  - Cement, lime and plaster ... 58
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  - All other ... 59
- Machinery, equipment and supplies:
  - Commercial machinery, equipment and supplies:
    - Office (except furniture) ... 59
    - Store, restaurant and hotel ... 59
    - All other ... 60
  - Farm and dairy machinery and equipment ... 60
  - Industrial equipment and supplies:
    - Industrial (full line) ... 60
    - Belting, hose and packing ... 61
    - Power transmission equipment ... 61
    - Rope, cordage and twine ... 61
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- Machinery, equipment and supplies (continued):
  - Industrial machinery:
    - Construction (including road building) ... 62
    - Machine tools ... 62
    - Mining and quarrying ... 62
    - Oil well and oil refining ... 62
    - Power plant ... 63
    - Textile ... 63
    - Used machinery and equipment ... 63
    - All other ... 63
  - Professional equipment and supplies:
    - Dental ... 63
    - Surgical, medical and hospital ... 64
    - All other ... 64
  - Service equipment and supplies:
    - Barber and beauty parlor ... 64
    - Laundry ... 65
    - Upholsterers' ... 65
    - All other ... 65
  - Transportation equipment and supplies:
    - Aircraft and aeronautical ... 66
    - Railroad ... 66
    - Boats (including motor, sail and steam) ... 66
    - All other ... 66
- Metals and metal work (except scrap):
  - Iron and steel (except structural) ... 66
  - Structural iron and steel ... 67
  - Wire, wire fence and wire rope ... 67
  - Copper ... 67
  - Sheet metal products ... 67
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  - Wrapping or coarse paper and products ... 67
  - Fine or printing and writing paper ... 68
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  - Plumbing and heating (full line) ... 69
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  - Plumbing fixtures, equipment and supplies ... 70
  - All other ... 70
- Tobacco and its products (except leaf) ... 70
- Waste materials:
  - Iron and steel scrap ... 71
  - Junk and scrap (full line) ... 71
  - Waste paper, rags and rubber ... 72
  - Nonferrous metals ... 72
- All other products:
  - Books, periodicals and newspapers ... 72
  - Flowers and nursery stock ... 73
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  - Leather and leather goods ... 73
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CENSUS OF BUSINESS
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KINDS OF BUSINESS IN DETAIL

TABLE 1-B.--NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
AMUSEMENT AND SPORTING GOODS					
CAMERAS AND MOTION PICTURE EQUIPMENT AND SUPPLIES					
UNITED STATES	74	$4,897	44	407	$624
NEW ENGLAND	7	179	2	26	30
MIDDLE ATLANTIC	25	x	x	x	x
New York	19	2,534	7	183	299
Pennsylvania	5	157	6	16	23
EAST NORTH CENTRAL	10	303	6	30	44
Illinois	6	224	4	20	27
WEST NORTH CENTRAL	6	365	3	29	35
SOUTH ATLANTIC	3	219	1	37	53
EAST SOUTH CENTRAL	2	x	x	x	x
WEST SOUTH CENTRAL	5	174	4	19	15
PACIFIC	16	721	12	53	99
MOVING PICTURE FILMS					
UNITED STATES	191	38,268	43	1,623	3,447
NEW ENGLAND	13	x	x	x	x
Massachusetts	11	865	5	58	99
MIDDLE ATLANTIC	56	x	x	x	x
New York	42	7,685	5	409	914
Pennsylvania	12	1,618	4	118	215
EAST NORTH CENTRAL	33	4,019	6	294	622
Illinois	10	1,528	2	85	217
Indiana	6	454	--	43	100
Michigan	3	552	--	41	79
Ohio	7	1,089	2	86	159
Wisconsin	7	396	2	39	67
WEST NORTH CENTRAL	18	1,625	4	144	288
Minnesota	5	426	1	33	72
Missouri	7	766	--	68	122
Nebraska	3	418	--	43	94
SOUTH ATLANTIC	15	1,678	3	149	276
Georgia	5	548	--	51	103
North Carolina	6	548	1	60	106
EAST SOUTH CENTRAL	3	218	--	29	80
WEST SOUTH CENTRAL	18	1,174	8	137	219
Louisiana	5	341	1	6	5
Texas	10	813	6	89	138
MOUNTAIN	9	596	--	56	104
PACIFIC	26	10,731	7	195	509
California	16	9,752	4	128	383
Oregon	3	150	1	19	30
Washington	7	829	2	48	96
SPORTING GOODS (FULL LINE)					
UNITED STATES	134	17,020	78	1,275	1,982
NEW ENGLAND	11	1,322	7	100	145
Massachusetts	7	862	7	58	88
MIDDLE ATLANTIC	39	6,602	23	446	803
New Jersey	4	145	2	13	13
New York	24	3,323	12	225	378
Pennsylvania	11	3,134	9	208	412
(continued)					

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
SPORTING GOODS (FULL LINE) (continued)					
EAST NORTH CENTRAL	17	$1,747	14	129	$187
Illinois	6	451	7	26	37
Ohio	7	1,037	4	90	135
WEST NORTH CENTRAL	9	1,245	4	115	181
SOUTH ATLANTIC	9	x	x	x	x
EAST SOUTH CENTRAL	2	x	x	x	x
WEST SOUTH CENTRAL	8	1,722	--	148	215
Texas	5	1,187	--	116	170
MOUNTAIN	6	561	3	42	53
PACIFIC	33	2,622	21	235	326
California	18	1,708	13	--	211
Oregon	3	101	1	--	12
Washington	12	813	7	--	103
TOYS, NOVELTIES AND FIREWORKS					
UNITED STATES	461	35,393	349	2,543	4,102
NEW ENGLAND	31	1,355	23	138	139
Connecticut	5	135	5	10	8
Massachusetts	18	1,056	13	84	103
MIDDLE ATLANTIC	208	23,374	169	1,306	2,529
New Jersey	9	531	6	52	75
New York	165	20,534	131	1,097	2,225
Pennsylvania	34	2,309	32	157	229
EAST NORTH CENTRAL	83	4,265	55	405	587
Illinois	22	1,685	13	152	223
Indiana	9	298	3	33	56
Michigan	11	x	x	x	x
Ohio	31	1,214	28	144	176
Wisconsin	10	x	x	x	x
WEST NORTH CENTRAL	32	946	26	95	118
Iowa	7	258	1	24	40
Minnesota	6	113	7	14	11
Missouri	15	507	15	51	63
SOUTH ATLANTIC	22	1,181	14	170	174
Florida	3	23	3	4	5
Maryland	10	537	9	58	73
EAST SOUTH CENTRAL	6	239	6	19	41
WEST SOUTH CENTRAL	11	262	6	33	42
Texas	5	208	3	24	31
MOUNTAIN	6	458	3	62	58
PACIFIC	62	3,313	47	315	414
California	50	3,020	38	285	390
Oregon	4	131	3	17	11
Washington	8	162	6	13	13
ALL OTHER					
UNITED STATES	208	21,467	127	1,228	1,937
NEW ENGLAND	11	x	x	x	x
Connecticut	5	223	5	28	21
MIDDLE ATLANTIC	72	9,008	48	398	700
New Jersey	7	341	6	19	21
New York	56	7,732	34	329	594
Pennsylvania	9	935	8	50	85
EAST NORTH CENTRAL	32	3,691	15	231	388
Illinois	14	1,905	8	123	224
Michigan	7	549	4	33	42
(continued)					

* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations

CENSUS OF BUSINESS
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KINDS OF BUSINESS IN DETAIL
TABLE 1-B.–NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
AMUSEMENT AND SPORTING GOODS (continued)					
ALL OTHER (continued)					
WEST NORTH CENTRAL	14	x	x	x	x
Missouri	4	$453	2	22	$38
Nebraska	4	210	4	27	32
SOUTH ATLANTIC	15	x	x	x	x
District of Columbia	3	248	3	17	20
Georgia	3	616	--	38	69
North Carolina	3	220	2	12	17
EAST SOUTH CENTRAL	4	366	2	21	29
WEST SOUTH CENTRAL	21	2,034	17	150	204
Texas	15	1,623	16	114	163
MOUNTAIN	8	344	3	36	39
PACIFIC	31	2,548	15	147	243
California	23	x	x	x	x
Washington	5	527	--	27	45
AUTOMOTIVE					
AUTOMOBILES AND OTHER MOTOR VEHICLES					
UNITED STATES	399	378,726	130	11,316	19,118
NEW ENGLAND	34	30,499	5	1,102	1,585
Connecticut	9	5,358	--	218	335
Massachusetts	19	24,037	5	825	1,146
MIDDLE ATLANTIC	76	86,607	14	2,768	5,568
New Jersey	5	3,867	--	106	232
New York	45	58,221	10	1,755	4,001
Pennsylvania	26	24,519	4	907	1,335
EAST NORTH CENTRAL	92	108,226	32	2,631	4,435
Illinois	21	20,334	8	381	725
Indiana	13	x	x	x	x
Michigan	18	34,930	5	846	1,448
Ohio	33	33,558	12	1,004	1,652
Wisconsin	7	x	x	x	x
WEST NORTH CENTRAL	60	37,545	31	1,266	1,898
Iowa	13	7,391	8	233	359
Minnesota	14	12,372	7	347	556
Missouri	18	8,579	7	313	472
Nebraska	4	4,404	--	215	299
SOUTH ATLANTIC	37	24,697	7	822	1,207
District of Columbia	3	7,241	2	198	286
North Carolina	10	4,744	1	171	237
Virginia	3	1,302	--	49	63
West Virginia	6	2,502	2	97	119
EAST SOUTH CENTRAL	10	4,665	5	139	199
Tennessee	5	2,356	3	66	103
WEST SOUTH CENTRAL	25	16,134	12	571	774
Texas	18	11,626	8	405	525
MOUNTAIN	16	9,040	5	304	439
Colorado	3	2,005	2	58	90
Montana	3	2,088	--	47	89
Utah	6	3,229	1	139	186
PACIFIC	49	61,313	19	1,713	3,013
California	34	50,568	17	1,372	2,430
Oregon	9	5,794	1	129	220
Washington	6	4,951	1	212	363

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
AUTOMOTIVE EQUIPMENT					
UNITED STATES	4,840	$349,186	2,932	35,511	$52,042
NEW ENGLAND	241	17,776	121	1,800	2,718
Connecticut	52	2,897	36	308	474
Maine	19	1,758	9	157	243
Massachusetts	134	10,519	60	1,070	1,611
Rhode Island	17	1,348	9	132	208
MIDDLE ATLANTIC	841	69,006	460	6,575	10,147
New Jersey	112	6,646	48	808	1,203
New York	429	39,551	217	3,336	5,428
Pennsylvania	300	22,809	195	2,431	3,516
EAST NORTH CENTRAL	1,234	83,972	736	8,713	12,877
Illinois	379	31,737	225	2,945	4,690
Indiana	137	9,153	76	1,045	1,441
Michigan	250	16,796	170	1,691	2,457
Ohio	348	19,020	218	2,240	3,154
Wisconsin	120	7,266	47	792	1,135
WEST NORTH CENTRAL	649	52,495	409	5,014	7,001
Iowa	119	7,458	69	773	1,014
Kansas	92	4,889	64	563	681
Minnesota	117	12,278	68	1,240	1,816
Missouri	178	13,343	143	1,481	2,087
Nebraska	66	x	x	x	x
North Dakota	36	x	x	x	x
South Dakota	41	3,885	18	231	350
SOUTH ATLANTIC	402	28,060	249	3,123	4,435
Delaware	5	745	2	70	111
District of Columbia	24	1,838	18	238	338
Florida	72	3,725	49	449	628
Georgia	56	5,887	19	596	866
Maryland	53	2,819	38	367	508
North Carolina	76	5,559	65	545	752
South Carolina	23	1,355	8	177	230
Virginia	44	3,967	19	422	602
West Virginia	49	2,165	31	259	400
EAST SOUTH CENTRAL	185	11,435	110	1,328	1,811
Alabama	32	x	x	x	x
Kentucky	67	2,947	37	387	491
Mississippi	27	x	x	x	x
Tennessee	59	4,746	30	509	742
WEST SOUTH CENTRAL	395	29,704	239	3,083	4,441
Arkansas	34	1,909	15	237	347
Louisiana	40	4,083	19	517	715
Oklahoma	105	5,443	68	569	829
Texas	216	18,269	137	1,760	2,550
MOUNTAIN	190	14,369	100	1,362	1,941
Arizona	25	x	x	x	x
Colorado	63	4,354	42	491	619
Idaho	18	1,055	10	91	140
Montana	23	1,967	2	146	235
New Mexico	17	x	x	x	x
Utah	32	2,507	19	278	364
PACIFIC	703	42,369	508	4,513	6,671
California	507	30,307	420	3,243	4,729
Oregon	69	4,877	28	485	746
Washington	127	7,185	60	785	1,196
TIRES AND TUBES					
UNITED STATES	433	52,512	301	2,687	4,116
NEW ENGLAND	39	4,607	19	263	413
Connecticut	5	223	7	16	17
Massachusetts	18	3,225	5	134	214
Rhode Island	9	623	4	67	104

(continued)

* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL
TABLE 1-B.–NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
AUTOMOTIVE (continued)					
TIRES AND TUBES (continued)					
MIDDLE ATLANTIC	84	$27,397	46	686	$1,254
New Jersey	13	15,435	3	162	350
New York	45	8,053	24	340	626
Pennsylvania	26	3,909	19	184	278
EAST NORTH CENTRAL	90	6,682	59	556	823
Illinois	33	2,513	18	255	399
Michigan	19	954	18	86	115
Ohio	22	2,036	17	93	141
WEST NORTH CENTRAL	40	2,742	38	228	298
Iowa	5	687	5	62	106
Minnesota	3	609	2	43	59
Missouri	26	1,299	25	104	118
SOUTH ATLANTIC	39	2,293	25	196	259
District of Columbia	3	258	5	23	29
North Carolina	9	346	6	33	43
Virginia	3	528	--	36	53
West Virginia	11	238	7	36	44
EAST SOUTH CENTRAL	8	325	4	42	45
WEST SOUTH CENTRAL	35	3,064	34	228	257
Arkansas	3	70	5	10	5
Texas	20	2,159	19	138	170
MOUNTAIN	21	1,028	10	76	122
Colorado	7	306	4	35	58
Idaho	3	187	2	10	12
Montana	4	346	--	14	32
Utah	4	133	2	11	16
PACIFIC	77	4,374	66	412	645
California	67	3,989	59	369	586
Oregon	6	211	5	24	30
Washington	4	174	2	19	29
BEER, WINES AND LIQUORS					
BEER AND OTHER FERMENTED MALT LIQUORS					
UNITED STATES	4,016	281,259	3,496	15,379	18,379
NEW ENGLAND	174	22,766	119	1,166	1,569
Connecticut	32	2,802	30	173	193
Maine	25	3,226	10	169	185
Massachusetts	61	10,792	36	519	806
New Hampshire	18	1,325	14	95	104
Rhode Island	21	3,650	15	144	211
Vermont	17	971	14	66	70
MIDDLE ATLANTIC	1,210	67,057	1,141	3,713	4,111
New Jersey	92	11,280	71	573	726
New York	270	23,235	200	1,330	1,682
Pennsylvania	848	32,542	870	1,810	1,703
EAST NORTH CENTRAL	946	76,384	793	3,938	4,976
Illinois	337	21,809	311	1,155	1,453
Indiana	99	10,774	39	529	781
Michigan	202	19,726	187	980	1,152
Ohio	145	17,545	98	929	1,227
Wisconsin	163	6,530	158	345	363
WEST NORTH CENTRAL	557	36,262	544	1,932	2,120
Iowa	113	x	x	x	x
Kansas	56	x	x	x	x
Minnesota	173	8,505	182	424	443
Missouri	109	7,596	107	390	517
Nebraska	50	4,308	60	212	208
North Dakota	35	2,424	30	115	148
South Dakota	21	x	x	x	x
(continued)					

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
BEER AND OTHER FERMENTED MALT LIQUORS (continued)					
SOUTH ATLANTIC	273	$19,945	169	1,393	$1,543
Delaware	8	x	x	x	x
District of Columbia	13	1,841	3	101	147
Florida	19	2,087	6	175	189
Georgia	25	1,940	10	167	184
Maryland	44	1,962	45	132	121
North Carolina	29	x	x	x	x
South Carolina	21	1,443	8	127	112
Virginia	51	3,938	40	220	271
West Virginia	63	4,210	35	300	339
EAST SOUTH CENTRAL	123	6,438	93	526	526
Kentucky	64	2,758	55	202	202
Mississippi	25	x	x	x	x
Tennessee	33	x	x	x	x
WEST SOUTH CENTRAL	246	13,670	194	796	844
Arkansas	27	2,171	23	111	109
Louisiana	23	1,593	15	89	84
Oklahoma	44	3,129	31	160	194
Texas	152	6,777	125	436	457
MOUNTAIN	128	7,937	109	360	427
Arizona	16	1,481	12	64	68
Colorado	21	1,276	16	76	111
Idaho	25	1,077	26	54	47
Montana	17	888	20	23	42
Nevada	8	309	4	20	23
Utah	25	x	x	x	x
Wyoming	13	x	x	x	x
PACIFIC	359	30,800	334	1,555	2,263
California	260	21,965	248	1,159	1,682
Oregon	29	2,603	28	130	166
Washington	70	6,232	58	266	415
WINES AND LIQUORS					
UNITED STATES	1,480	417,252	802	16,001	25,303
NEW ENGLAND	133	46,100	39	1,873	3,021
Connecticut	36	10,725	10	412	654
Maine	3	236	1	10	11
Massachusetts	85	31,543	28	1,320	2,104
Rhode Island	9	3,596	--	131	252
MIDDLE ATLANTIC	270	123,026	72	4,727	8,876
New Jersey	56	19,814	15	995	1,704
New York	201	101,847	49	3,643	7,064
Pennsylvania	13	1,365	8	89	108
EAST NORTH CENTRAL	378	80,741	247	3,089	4,278
Illinois	215	47,609	157	1,874	2,577
Indiana	25	4,268	8	177	237
Michigan	11	6,930	5	89	121
Ohio	22	919	12	67	77
Wisconsin	105	21,015	65	882	1,266
WEST NORTH CENTRAL	96	32,746	45	1,133	1,752
Minnesota	18	11,256	6	354	644
Missouri	51	16,738	28	501	822
Nebraska	20	3,102	9	191	167
SOUTH ATLANTIC	115	40,805	46	1,475	2,222
District of Columbia	16	7,670	1	256	461
Florida	25	12,358	5	344	530
Georgia	11	896	14	94	65
Maryland	39	13,697	18	583	839
South Carolina	11	3,572	3	83	120
Virginia	7	883	2	29	33
EAST SOUTH CENTRAL	50	17,393	26	448	698
Kentucky	47	16,718	22	427	676
(continued)					

* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL
TABLE 1-B.--NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Estab-lish-ments	Net sales (add 000)	Pro-prie-tors	Em-ploy-ees	Total pay roll* (add000)
BEER, WINES AND LIQUORS (continued)					
WINES AND LIQUORS (continued)					
WEST SOUTH CENTRAL	78	$19,447	50	742	$986
Arkansas	11	2,716	8	72	93
Louisiana	36	8,937	13	468	593
Texas	31	7,794	29	202	300
MOUNTAIN	47	7,650	34	353	431
Arizona	11	1,722	10	84	107
Colorado	12	3,131	3	153	190
Nevada	14	1,089	14	46	66
PACIFIC	313	49,344	243	2,161	3,039
California	300	47,455	238	2,110	2,939
Oregon	5	429	3	14	36
Washington	8	1,460	2	37	64
CHEMICALS AND PAINTS					
DYESTUFFS					
UNITED STATES	57	15,816	18	675	1,694
NEW ENGLAND	14	4,450	7	117	333
Massachusetts	11	3,913	6	108	288
MIDDLE ATLANTIC	31	8,750	9	479	1,125
New York	21	x	x	x	x
Pennsylvania	8	1,049	4	38	100
EAST NORTH CENTRAL	4	1,648	--	60	163
Illinois	4	1,648	--	60	163
WEST NORTH CENTRAL	1	x	x	--	--
SOUTH ATLANTIC	3	739	--	13	44
North Carolina	3	739	--	13	44
EAST SOUTH CENTRAL	1	x	--	x	x
PACIFIC	3	x	x	x	x
EXPLOSIVES					
UNITED STATES	26	1,615	12	121	149
MIDDLE ATLANTIC	3	135	1	6	6
EAST NORTH CENTRAL	7	212	3	14	17
WEST NORTH CENTRAL	1	x	--	x	x
SOUTH ATLANTIC	3	94	2	4	2
EAST SOUTH CENTRAL	1	x	x	x	x
WEST SOUTH CENTRAL	2	x	x	x	x
MOUNTAIN	5	602	2	16	41
PACIFIC	4	299	1	71	65
INDUSTRIAL CHEMICALS					
UNITED STATES	204	80,310	40	2,349	5,350
NEW ENGLAND	24	9,860	5	352	619
Massachusetts	18	7,027	4	222	372
MIDDLE ATLANTIC	93	44,011	12	1,035	2,828
New Jersey	10	4,640	--	145	335
New York	71	37,462	10	800	2,289
Pennsylvania	12	1,909	2	90	204

(continued)

Kind of Business Division and State	Estab-lish-ments	Net sales (add 000)	Pro-prie-tors	Em-ploy-ees	Total pay roll* (add000)
INDUSTRIAL CHEMICALS (continued)					
EAST NORTH CENTRAL	25	$10,957	2	273	$635
Illinois	8	2,714	1	77	158
Ohio	10	5,183	1	112	302
WEST NORTH CENTRAL	16	4,930	1	225	484
Kansas	3	205	--	19	31
Minnesota	3	691	--	35	75
Missouri	7	3,741	1	156	352
SOUTH ATLANTIC	8	749	6	58	80
North Carolina	3	204	1	15	23
EAST SOUTH CENTRAL	5	1,588	--	49	91
WEST SOUTH CENTRAL	11	1,568	--	73	114
Texas	6	1,097	--	42	62
MOUNTAIN	5	155	3	11	14
PACIFIC	17	6,492	11	263	485
California	14	6,159	11	243	444
NAVAL STORES					
UNITED STATES	36	33,148	3	470	849
NEW ENGLAND	1	x	--	x	x
MIDDLE ATLANTIC	6	x	x	x	x
New York	4	1,722	--	47	99
EAST NORTH CENTRAL	7	2,851	--	93	209
WEST NORTH CENTRAL	1	x	--	x	x
SOUTH ATLANTIC	16	22,434	2	170	316
Florida	8	13,061	--	61	123
EAST SOUTH CENTRAL	1	x	--	x	x
WEST SOUTH CENTRAL	3	453	--	17	21
Louisiana	3	453	--	17	21
PACIFIC	1	x	--	x	x
PAINTS AND VARNISHES					
UNITED STATES	772	66,328	370	4,997	7,931
NEW ENGLAND	55	4,517	22	368	580
Connecticut	21	1,041	12	86	127
Massachusetts	23	2,521	7	169	295
Rhode Island	7	834	1	94	138
MIDDLE ATLANTIC	216	21,086	110	1,226	2,035
New Jersey	26	2,107	15	115	212
New York	154	17,101	75	921	1,578
Pennsylvania	36	1,878	20	190	245
EAST NORTH CENTRAL	212	16,683	72	1,453	2,474
Illinois	79	4,336	21	376	660
Indiana	17	1,223	7	108	177
Michigan	38	3,483	12	350	660
Ohio	55	5,684	23	443	705
Wisconsin	23	1,957	9	176	272
WEST NORTH CENTRAL	94	7,919	42	696	969
Iowa	25	2,640	13	235	279
Minnesota	22	x	x	x	x
Missouri	28	1,393	11	130	172
Nebraska	10	x	x	x	x
North Dakota	5	765	4	63	89

(continued)

* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL
TABLE 1-B.--NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
CHEMICALS AND PAINTS (continued)					
PAINTS AND VARNISHES (continued)					
SOUTH ATLANTIC	50	$5,028	31	364	$559
District of Columbia	8	x	x	x	x
Florida	7	207	2	31	34
Maryland	16	1,268	14	83	117
North Carolina	5	329	4	24	27
Virginia	6	1,227	1	73	141
EAST SOUTH CENTRAL	13	2,492	2	173	298
Kentucky	7	452	1	47	79
WEST SOUTH CENTRAL	30	2,654	16	236	354
Oklahoma	7	136	4	14	17
Texas	14	1,791	8	161	241
MOUNTAIN	13	1,376	8	140	199
Idaho	3	330	2	33	48
Utah	5	703	5	71	98
PACIFIC	89	4,573	67	341	463
California	66	3,600	52	247	333
Oregon	11	468	8	30	42
Washington	12	505	7	64	88
ALL OTHER					
UNITED STATES	331	78,084	184	2,129	4,557
NEW ENGLAND	25	1,870	11	147	239
Massachusetts	18	x	x	x	x
MIDDLE ATLANTIC	116	x	x	x	x
New York	85	59,518	35	906	2,473
Pennsylvania	22	2,025	8	128	222
EAST NORTH CENTRAL	77	7,187	41	455	837
Illinois	22	4,139	9	173	347
Michigan	8	973	5	41	73
Ohio	33	1,691	22	162	339
WEST NORTH CENTRAL	24	1,391	19	146	240
Minnesota	3	100	1	16	28
Missouri	16	x	x	x	x
SOUTH ATLANTIC	28	1,600	18	90	128
EAST SOUTH CENTRAL	7	157	5	23	29
WEST SOUTH CENTRAL	11	x	x	x	x
Louisiana	4	257	2	14	30
MOUNTAIN	3	85	2	7	8
PACIFIC	40	2,281	35	169	278
California	34	1,989	33	157	261
CLOTHING AND FURNISHINGS					
CLOTHING AND/OR FURNISHINGS (FULL LINE)					
UNITED STATES	574	65,505	523	3,057	4,976
NEW ENGLAND	34	3,382	30	163	253
Connecticut	4	296	5	11	13
Massachusetts	27	2,814	23	135	219
MIDDLE ATLANTIC	279	32,973	283	1,460	2,373
New Jersey	8	290	6	25	27
New York	217	28,218	209	1,236	2,088
Pennsylvania	54	4,465	68	199	258
(continued)					

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
CLOTHING AND/OR FURNISHINGS (FULL LINE) (continued)					
EAST NORTH CENTRAL	104	$14,088	81	635	$1,230
Illinois	41	x	x	x	x
Indiana	7	402	6	17	24
Michigan	12	2,034	9	87	152
Ohio	32	6,935	22	231	601
Wisconsin	12	x	x	x	x
WEST NORTH CENTRAL	31	3,676	22	175	260
Iowa	3	177	4	14	15
Minnesota	8	699	7	44	43
Missouri	20	2,800	11	117	202
SOUTH ATLANTIC	54	4,326	52	240	304
Florida	3	164	--	15	25
Georgia	5	466	3	30	45
Maryland	18	1,836	22	80	88
North Carolina	12	947	13	57	76
South Carolina	3	104	3	8	6
Virginia	9	515	9	31	42
EAST SOUTH CENTRAL	30	3,736	20	195	298
Kentucky	11	2,558	7	126	230
Tennessee	11	717	8	41	44
WEST SOUTH CENTRAL	18	1,576	16	84	117
Louisiana	4	563	2	26	52
Texas	10	869	11	52	58
MOUNTAIN	3	321	--	14	28
PACIFIC	21	1,427	19	91	113
California	17	931	15	67	69
MEN'S AND BOYS'					
UNITED STATES	1,001	117,443	874	4,743	8,270
NEW ENGLAND	84	8,800	49	424	756
Connecticut	12	500	11	21	28
Maine	8	827	4	43	74
Massachusetts	61	7,341	33	345	640
Rhode Island	3	132	1	15	14
MIDDLE ATLANTIC	497	69,519	459	2,261	4,249
New Jersey	3	284	5	9	6
New York	391	59,606	350	1,827	3,575
Pennsylvania	103	9,629	104	425	668
EAST NORTH CENTRAL	181	14,308	136	751	1,233
Illinois	73	7,787	54	334	659
Indiana	9	288	6	23	24
Michigan	18	1,014	15	43	55
Ohio	61	3,673	56	229	307
Wisconsin	20	1,546	5	122	188
WEST NORTH CENTRAL	61	11,033	54	590	939
Iowa	10	x	x	x	x
Minnesota	17	3,627	22	111	160
Missouri	29	5,205	23	327	534
Nebraska	4	115	2	10	17
SOUTH ATLANTIC	59	2,709	64	148	172
Florida	6	357	3	19	26
Georgia	6	257	6	8	9
Maryland	38	1,606	45	89	95
Virginia	5	230	4	20	24
EAST SOUTH CENTRAL	20	1,569	19	84	106
Kentucky	8	512	8	46	62
Tennessee	8	960	7	30	38
(continued)					

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL
TABLE 1-B.--NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
CLOTHING AND FURNISHINGS (continued)					
MEN'S AND BOYS' (continued)					
WEST SOUTH CENTRAL	19	$1,852	18	110	$184
Louisiana	3	366	6	36	58
Texas	12	1,300	9	60	97
MOUNTAIN	7	555	1	38	55
Colorado	4	295	1	16	17
PACIFIC	73	7,098	74	337	576
California	54	5,843	58	252	459
Oregon	7	639	2	50	85
Washington	12	616	14	35	32
WOMEN'S AND CHILDREN'S					
UNITED STATES	1,085	233,602	775	8,639	17,044
NEW ENGLAND	59	7,010	37	252	434
Connecticut	4	298	3	14	20
Massachusetts	54	x	x	x	x
MIDDLE ATLANTIC	685	170,469	493	6,232	12,970
New Jersey	8	597	4	45	56
New York	605	158,832	418	5,736	12,081
Pennsylvania	72	11,040	71	451	833
EAST NORTH CENTRAL	105	22,985	71	802	1,476
Illinois	57	x	x	x	x
Michigan	13	2,384	8	69	78
Ohio	27	x	x	x	x
Wisconsin	5	905	1	45	140
WEST NORTH CENTRAL	56	10,154	27	421	725
Minnesota	13	1,427	7	67	116
Missouri	39	7,952	18	317	555
SOUTH ATLANTIC	42	3,053	29	152	189
Florida	6	121	5	8	8
Georgia	13	1,765	3	71	100
Maryland	18	901	14	56	64
EAST SOUTH CENTRAL	13	1,873	11	89	119
Tennessee	8	1,131	8	59	82
WEST SOUTH CENTRAL	15	2,307	11	97	159
Texas	11	1,692	10	73	111
MOUNTAIN	10	1,863	6	77	132
Colorado	5	1,523	4	63	118
PACIFIC	100	13,888	90	517	840
California	79	11,789	78	435	711
Oregon	7	693	5	15	15
Washington	14	1,406	7	67	114
FURS, DRESSED AND FUR CLOTHING					
UNITED STATES	277	33,093	266	813	1,848
NEW ENGLAND	5	x	x	x	x
MIDDLE ATLANTIC	203	26,164	193	561	1,399
New York	200	25,971	190	555	1,390
Pennsylvania	3	193	3	6	9
EAST NORTH CENTRAL	34	3,287	32	110	190
Illinois	25	2,478	24	67	123
Michigan	3	515	6	12	17
Ohio	3	77	1	15	22
Wisconsin	3	217	1	16	28
(continued)					
FURS, DRESSED AND FUR CLOTHING (continued)					
WEST NORTH CENTRAL	4	$342	1	22	$47
WEST SOUTH CENTRAL	1	x	x	x	x
MOUNTAIN	1	x	x	x	x
PACIFIC	29	2,985	30	102	192
California	29	2,985	30	102	192
HOSIERY					
UNITED STATES	202	35,657	173	1,140	1,909
NEW ENGLAND	7	965	6	28	57
Massachusetts	4	819	4	23	48
MIDDLE ATLANTIC	114	25,550	116	686	1,212
New York	80	22,198	84	566	1,040
Pennsylvania	33	x	x	x	x
EAST NORTH CENTRAL	28	4,747	15	224	318
Illinois	15	3,314	7	144	239
Michigan	4	380	2	19	25
WEST NORTH CENTRAL	9	1,037	4	48	90
SOUTH ATLANTIC	18	536	14	42	47
Maryland	6	164	6	14	13
North Carolina	3	97	1	10	13
EAST SOUTH CENTRAL	11	1,022	10	45	62
WEST SOUTH CENTRAL	2	x	--	x	x
MOUNTAIN	1	x	x	x	x
PACIFIC	12	1,548	6	53	101
California	9	1,337	3	45	82
MILLINERY AND MILLINERY SUPPLIES					
UNITED STATES	360	42,161	236	2,281	3,775
NEW ENGLAND	7	x	x	x	x
Massachusetts	6	818	1	76	105
MIDDLE ATLANTIC	184	29,528	103	1,400	2,446
New York	165	28,044	92	1,288	2,313
Pennsylvania	19	1,484	11	112	133
EAST NORTH CENTRAL	57	4,998	38	310	569
Illinois	31	3,351	22	165	332
Indiana	3	249	1	43	42
Michigan	6	219	3	16	23
Ohio	11	1,064	9	74	166
Wisconsin	6	115	3	12	6
WEST NORTH CENTRAL	34	x	x	x	x
Minnesota	10	728	10	33	46
Missouri	22	1,750	13	144	200
SOUTH ATLANTIC	10	530	8	44	59
Maryland	6	299	7	22	23
EAST SOUTH CENTRAL	3	176	3	16	14
WEST SOUTH CENTRAL	12	626	9	45	61
MOUNTAIN	7	251	6	27	33
PACIFIC	46	2,666	41	178	235
California	33	2,166	31	125	173
Oregon	7	217	7	23	19
Washington	6	283	3	30	43

* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL
TABLE 1-B.--NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Estab-lish-ments	Net sales (add 000)	Pro-prie-tors	Em-ploy-ees	Total pay roll* (add000)
CLOTHING AND FURNISHINGS (continued)					
SHOES AND OTHER FOOTWEAR					
UNITED STATES	461	$121,420	330	4,710	$8,528
NEW ENGLAND	106	21,358	78	674	1,419
Massachusetts	93	18,597	72	570	1,151
MIDDLE ATLANTIC	172	36,008	123	1,272	2,454
New York	115	25,133	70	872	1,743
Pennsylvania	55	x	x	x	x
EAST NORTH CENTRAL	60	9,393	39	470	741
Illinois	23	2,567	19	136	207
Michigan	8	637	6	25	45
Ohio	22	4,830	9	215	401
WEST NORTH CENTRAL	37	32,670	22	1,396	2,142
Minnesota	7	818	3	37	50
Missouri	29	x	x	x	x
SOUTH ATLANTIC	34	x	x	x	x
Georgia	7	1,101	3	50	74
Maryland	14	3,873	10	149	303
Virginia	8	4,270	3	184	440
EAST SOUTH CENTRAL	10	3,796	12	146	260
Tennessee	6	3,126	7	121	220
WEST SOUTH CENTRAL	14	3,637	9	153	254
Arkansas	3	178	2	10	17
Louisiana	3	1,216	--	74	90
Texas	8	2,243	7	69	147
MOUNTAIN	2	x	x	x	x
PACIFIC	26	3,880	24	147	291
California	20	3,525	18	132	265
COAL AND COKE					
UNITED STATES	773	368,695	292	8,847	16,464
NEW ENGLAND	66	81,173	22	1,422	2,462
Connecticut	16	8,554	6	206	403
Maine	5	4,118	1	186	263
Massachusetts	35	65,189	12	773	1,413
Rhode Island	7	2,668	2	236	352
MIDDLE ATLANTIC	270	120,559	104	2,459	5,023
New Jersey	24	2,468	8	174	227
New York	158	83,705	52	1,642	3,284
Pennsylvania	88	34,386	44	643	1,512
EAST NORTH CENTRAL	228	100,620	68	3,076	5,614
Illinois	68	36,364	18	722	1,586
Indiana	28	3,133	14	129	183
Michigan	33	8,307	14	330	525
Ohio	74	22,388	20	469	1,044
Wisconsin	25	30,428	2	1,426	2,276
WEST NORTH CENTRAL	77	31,675	28	1,107	1,877
Iowa	9	863	5	68	100
Kansas	4	263	3	12	10
Minnesota	17	19,439	3	730	1,227
Missouri	36	8,369	14	244	419
Nebraska	8	2,490	3	48	115
SOUTH ATLANTIC	53	19,492	30	356	704
District of Columbia	3	1,710	3	34	62
Maryland	23	4,213	14	131	217
North Carolina	4	2,250	1	26	52
Virginia	8	2,424	2	44	86
West Virginia	12	8,002	7	103	262
(continued)					

Kind of Business Division and State	Estab-lish-ments	Net sales (add 000)	Pro-prie-tors	Em-ploy-ees	Total pay roll* (add000)
COAL AND COKE (continued)					
EAST SOUTH CENTRAL	32	$9,311	15	137	$304
Alabama	6	2,743	4	29	74
Kentucky	9	1,334	4	23	58
Tennessee	17	5,234	7	85	172
WEST SOUTH CENTRAL	8	x	x	x	x
Texas	4	409	4	33	29
MOUNTAIN	16	x	x	x	x
Colorado	7	257	5	8	13
Utah	7	2,738	1	73	201
PACIFIC	23	2,078	15	151	207
California	13	1,032	12	91	123
Oregon	3	61	2	15	9
Washington	7	985	1	45	75
DRUGS (Full Line)					
UNITED STATES	295	324,113	36	15,077	22,465
NEW ENGLAND	23	25,551	2	1,111	1,635
Connecticut	5	4,808	--	211	360
Massachusetts	10	15,903	--	625	866
Rhode Island	3	2,922	--	152	210
MIDDLE ATLANTIC	39	52,734	8	2,267	3,457
New Jersey	4	6,028	--	267	401
New York	22	30,342	3	1,196	1,964
Pennsylvania	13	16,364	5	804	1,092
EAST NORTH CENTRAL	50	61,157	6	2,805	4,314
Illinois	14	22,724	--	930	1,409
Indiana	7	8,989	4	420	670
Michigan	6	7,771	2	334	515
Ohio	16	16,317	--	824	1,270
Wisconsin	7	5,356	--	297	450
WEST NORTH CENTRAL	32	45,521	1	2,103	2,997
Iowa	5	5,236	--	286	378
Kansas	6	3,926	1	187	271
Minnesota	4	9,155	--	390	614
Missouri	12	22,080	--	1,018	1,344
SOUTH ATLANTIC	53	35,202	5	1,603	2,537
Florida	9	7,841	--	351	577
Georgia	13	7,650	2	332	485
Maryland	3	3,278	2	123	190
North Carolina	8	4,346	1	203	364
South Carolina	6	3,113	--	123	200
Virginia	4	3,108	--	170	301
West Virginia	7	2,896	--	154	215
EAST SOUTH CENTRAL	27	x	x	x	x
Alabama	9	5,233	1	276	386
Kentucky	3	2,522	--	118	170
Tennessee	11	7,912	2	490	587
WEST SOUTH CENTRAL	30	26,672	9	1,234	1,930
Arkansas	4	3,467	--	163	291
Louisiana	8	6,785	2	389	581
Oklahoma	4	2,911	--	140	212
Texas	14	13,509	7	542	846
MOUNTAIN	17	x	--	x	x
Colorado	7	6,610	--	288	421
Montana	4	1,663	--	62	90
Utah	3	2,683	--	128	197
PACIFIC	24	47,192	2	2,473	3,535
California	14	35,016	2	1,826	2,565
Oregon	3	4,185	--	243	386
Washington	7	7,991	--	404	584

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL

TABLE 1-B.--NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
DRUGS AND DRUG SUNDRIES (Specialty Lines)					
DRUG SPECIALTIES					
UNITED STATES	342	$29,554	229	1,964	$2,701
NEW ENGLAND	18	1,320	13	85	123
Massachusetts	9	281	8	26	30
MIDDLE ATLANTIC	116	12,689	74	682	942
New Jersey	7	804	5	50	65
New York	87	10,362	57	494	703
Pennsylvania	22	1,523	12	138	174
EAST NORTH CENTRAL	59	5,810	39	378	550
Illinois	22	2,988	14	133	210
Indiana	7	776	5	54	85
Michigan	8	305	7	27	21
Ohio	15	1,162	11	104	145
Wisconsin	7	579	2	60	89
WEST NORTH CENTRAL	26	2,087	20	210	309
Iowa	4	78	4	6	4
Minnesota	9	395	7	35	62
Missouri	9	1,015	6	150	203
SOUTH ATLANTIC	39	3,427	22	269	364
Georgia	7	525	4	48	44
Maryland	8	1,132	3	87	137
North Carolina	7	618	5	34	48
South Carolina	3	30	4	7	4
Virginia	8	802	2	69	103
EAST SOUTH CENTRAL	16	952	7	101	150
Kentucky	5	414	5	40	69
Tennessee	7	335	2	43	53
WEST SOUTH CENTRAL	29	1,563	19	113	106
Arkansas	6	221	2	30	33
Texas	18	1,069	14	61	51
MOUNTAIN	3	109	2	11	16
PACIFIC	36	1,597	33	115	141
California	30	1,338	32	96	119
PATENT MEDICINES					
UNITED STATES	215	21,995	111	1,110	1,898
NEW ENGLAND	10	x	x	x	x
Massachusetts	6	331	3	17	18
MIDDLE ATLANTIC	71	7,351	30	394	809
New Jersey	7	488	2	46	113
New York	57	6,448	21	318	657
Pennsylvania	7	415	7	30	39
EAST NORTH CENTRAL	54	2,147	38	252	370
Illinois	20	889	15	132	204
Michigan	10	202	6	23	40
Ohio	17	963	16	78	99
WEST NORTH CENTRAL	23	1,086	9	109	166
Minnesota	8	450	3	38	78
Missouri	10	377	3	49	62
SOUTH ATLANTIC	20	8,874	10	149	301
Georgia	5	839	--	56	145
Maryland	5	308	7	50	72
EAST SOUTH CENTRAL	13	335	7	62	53
Kentucky	5	63	1	23	19
Tennessee	5	177	3	28	26
(continued)					
PATENT MEDICINES (continued)					
WEST SOUTH CENTRAL	4	$118	4	10	$9
MOUNTAIN	2	x	--	x	x
PACIFIC	18	1,503	8	68	127
California	17	x	x	x	x
TOILET ARTICLES AND PREPARATIONS					
UNITED STATES	426	40,671	256	3,465	5,536
NEW ENGLAND	13	744	5	95	123
Connecticut	3	490	1	56	67
Massachusetts	6	129	3	30	38
MIDDLE ATLANTIC	193	24,026	81	2,068	3,695
New Jersey	6	679	--	111	126
New York	172	21,895	68	1,841	3,396
Pennsylvania	15	1,452	13	116	173
EAST NORTH CENTRAL	88	10,144	64	638	831
Illinois	45	8,321	29	361	465
Michigan	11	276	10	56	78
Ohio	27	1,516	20	216	285
WEST NORTH CENTRAL	24	805	18	96	73
Iowa	3	4	3	--	--
Minnesota	7	165	4	29	40
Missouri	11	627	8	65	32
SOUTH ATLANTIC	18	400	14	56	63
Florida	5	20	6	2	1
Georgia	5	295	1	40	51
Maryland	4	52	3	11	9
EAST SOUTH CENTRAL	11	457	8	63	84
Tennessee	7	331	5	49	66
WEST SOUTH CENTRAL	14	241	11	53	42
Texas	9	224	7	48	40
MOUNTAIN	4	40	7	8	6
PACIFIC	61	3,814	48	388	619
California	53	3,688	42	353	599
Oregon	4	27	4	--	--
Washington	4	99	2	35	20
ALL OTHER					
UNITED STATES	285	31,249	178	1,471	2,285
NEW ENGLAND	12	376	5	44	46
Massachusetts	6	327	1	25	31
MIDDLE ATLANTIC	117	15,248	68	644	967
New Jersey	6	220	1	27	30
New York	96	14,499	55	559	880
Pennsylvania	15	529	12	58	57
EAST NORTH CENTRAL	48	8,657	24	312	636
Illinois	17	7,080	8	208	509
Indiana	3	36	2	10	5
Michigan	7	713	2	25	38
Ohio	17	628	11	57	71
Wisconsin	4	200	1	12	13
WEST NORTH CENTRAL	18	1,418	13	136	205
Minnesota	3	110	2	14	23
Missouri	8	809	6	89	121
(continued)					

* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL
TABLE 1-B.--NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
DRUGS AND DRUG SUNDRIES (Specialty Lines) (continued)					
ALL OTHER (continued)					
SOUTH ATLANTIC	21	$745	18	76	$68
Florida	5	119	3	10	13
Georgia	4	313	4	34	27
Maryland	6	192	5	28	25
EAST SOUTH CENTRAL	7	282	5	33	38
Tennessee	4	80	3	10	8
WEST SOUTH CENTRAL	21	2,242	17	120	157
Louisiana	3	297	1	30	23
Oklahoma	5	146	4	14	16
Texas	10	x	x	x	x
MOUNTAIN	7	398	5	27	54
Colorado	4	370	2	25	52
PACIFIC	34	1,883	23	79	114
California	29	x	x	x	x
Washington	4	12	4	1	1
DRY GOODS (Full Line)					
UNITED STATES	306	265,724	164	14,272	22,030
NEW ENGLAND	18	5,895	11	279	497
Connecticut	4	1,224	5	44	64
Massachusetts	7	2,651	4	111	246
Rhode Island	3	734	2	33	54
MIDDLE ATLANTIC	64	39,084	44	2,004	2,967
New Jersey	4	495	1	22	33
New York	32	26,421	22	1,312	1,954
Pennsylvania	28	12,168	21	670	980
EAST NORTH CENTRAL	27	70,764	16	4,554	6,319
Illinois	5	52,999	1	3,562	4,798
Indiana	3	4,014	3	237	326
Michigan	5	5,609	2	319	488
Ohio	14	8,142	10	436	707
WEST NORTH CENTRAL	25	63,380	7	3,231	4,954
Minnesota	4	9,279	2	564	882
Missouri	12	49,792	5	2,437	3,796
SOUTH ATLANTIC	69	31,391	39	1,501	2,686
Florida	5	1,677	4	71	142
Georgia	21	6,373	17	271	509
North Carolina	15	4,162	10	167	297
South Carolina	4	470	4	25	25
Virginia	11	6,770	1	353	618
West Virginia	10	7,937	2	383	703
EAST SOUTH CENTRAL	47	22,195	22	1,085	1,730
Alabama	13	4,594	5	201	389
Kentucky	7	3,586	4	226	387
Mississippi	8	1,351	5	93	86
Tennessee	19	12,664	8	565	868
WEST SOUTH CENTRAL	36	22,008	16	1,068	1,947
Arkansas	10	2,887	4	148	240
Louisiana	12	6,597	6	296	571
Oklahoma	4	1,063	1	60	80
Texas	10	11,461	5	564	1,056
MOUNTAIN	6	2,656	--	154	241
Utah	3	1,742	--	93	152
PACIFIC	14	8,351	9	396	689
California	9	6,594	7	303	528

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
DRY GOODS (Specialty Lines)					
NOTIONS					
UNITED STATES	915	$96,778	712	6,082	$10,387
NEW ENGLAND	27	1,810	16	150	211
Massachusetts	23	1,655	13	125	192
Rhode Island	4	155	3	25	19
MIDDLE ATLANTIC	691	85,715	538	5,227	9,234
New Jersey	9	796	6	72	125
New York	649	82,381	504	4,967	8,865
Pennsylvania	33	2,538	28	188	244
EAST NORTH CENTRAL	97	5,375	74	328	487
Illinois	49	3,281	34	204	328
Indiana	4	175	2	14	19
Ohio	34	1,467	28	86	110
WEST NORTH CENTRAL	17	404	19	36	30
Missouri	12	293	12	21	17
SOUTH ATLANTIC	29	748	27	87	88
Maryland	18	476	18	49	56
EAST SOUTH CENTRAL	7	102	6	8	10
Tennessee	3	21	4	2	3
WEST SOUTH CENTRAL	6	x	x	x	x
Louisiana	4	130	3	12	15
MOUNTAIN	1	x	--	x	x
PACIFIC	40	2,395	27	229	304
California	35	2,283	23	221	297
PIECE GOODS					
UNITED STATES	1,873	593,867	1,304	14,908	30,393
NEW ENGLAND	93	16,392	73	439	828
Connecticut	8	262	5	14	17
Massachusetts	81	15,432	62	409	795
Rhode Island	4	698	6	16	16
MIDDLE ATLANTIC	1,514	525,907	1,062	12,877	26,638
New Jersey	11	944	7	39	94
New York	1,441	515,762	1,007	12,431	25,931
Pennsylvania	62	9,201	48	407	613
EAST NORTH CENTRAL	97	20,343	55	556	1,075
Illinois	66	14,418	30	365	753
Michigan	10	3,633	6	48	107
Ohio	16	x	x	x	x
WEST NORTH CENTRAL	13	x	x	x	x
Minnesota	3	887	--	42	68
Missouri	10	x	x	x	x
SOUTH ATLANTIC	31	4,444	24	160	245
Maryland	20	2,982	17	104	168
South Carolina	4	930	1	33	44
EAST SOUTH CENTRAL	9	1,112	10	43	64
Alabama	4	556	7	21	27
WEST SOUTH CENTRAL	8	1,411	3	41	91
Louisiana	4	733	--	30	71
Texas	4	678	3	11	20
MOUNTAIN	2	x	x	x	x
PACIFIC	106	20,726	72	617	1,171
California	96	19,085	70	560	1,074

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL
TABLE 1-B.--NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
DRY GOODS (Specialty Lines) (continued)					
ALL OTHER					
UNITED STATES	513	$29,031	461	1,662	$2,618
NEW ENGLAND	36	x	x	x	x
Connecticut	5	79	2	6	11
Massachusetts	25	773	22	76	102
Rhode Island	5	220	7	14	12
MIDDLE ATLANTIC	336	21,612	315	1,069	1,814
New Jersey	8	192	7	14	12
New York	281	19,811	259	950	1,679
Pennsylvania	47	1,609	49	105	123
EAST NORTH CENTRAL	63	2,637	46	244	338
Illinois	38	1,774	31	169	238
Wisconsin	3	27	2	4	5
WEST NORTH CENTRAL	9	x	x	x	x
SOUTH ATLANTIC	25	1,135	23	84	95
District of Columbia	4	195	3	15	19
Georgia	4	174	4	8	11
North Carolina	4	102	6	9	8
EAST SOUTH CENTRAL	6	354	2	23	43
WEST SOUTH CENTRAL	3	x	x	x	x
MOUNTAIN	1	x	x	--	--
PACIFIC	34	1,605	36	88	135
California	27	1,484	30	81	125
Oregon	3	70	2	4	6
Washington	4	51	4	3	4
ELECTRICAL GOODS					
ELECTRICAL MERCHANDISE (FULL LINE)					
UNITED STATES	419	184,233	39	8,405	14,787
NEW ENGLAND	41	14,741	--	731	1,163
Connecticut	10	x	--	x	x
Maine	4	679	--	17	23
Massachusetts	22	9,274	--	535	834
MIDDLE ATLANTIC	86	41,812	18	1,913	3,449
New Jersey	10	3,883	2	140	247
New York	50	25,368	6	1,167	2,151
Pennsylvania	26	12,561	10	606	1,051
EAST NORTH CENTRAL	89	40,440	4	1,794	3,274
Illinois	20	11,781	2	525	980
Indiana	15	5,394	--	215	335
Michigan	18	8,047	2	366	717
Ohio	27	10,964	--	493	931
Wisconsin	9	4,254	--	195	311
WEST NORTH CENTRAL	47	21,039	3	980	1,771
Iowa	14	3,872	1	145	271
Minnesota	14	x	--	x	x
Missouri	9	6,931	--	376	706
Nebraska	5	2,379	1	104	179
SOUTH ATLANTIC	55	20,874	6	1,003	1,673
District of Columbia	4	4,957	--	322	601
Florida	14	3,163	--	119	191
Georgia	7	3,039	2	165	274
North Carolina	9	1,940	2	63	98
Virginia	10	3,670	--	146	218
EAST SOUTH CENTRAL	15	4,499	1	139	248
Tennessee	9	2,453	1	68	103

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
ELECTRICAL MERCHANIDSE (FULL LINE) (continued)					
WEST SOUTH CENTRAL	30	$9,014	--	418	$735
Louisiana	5	1,624	--	84	157
Texas	18	5,768	--	260	459
MOUNTAIN	13	5,702	2	218	403
PACIFIC	43	26,112	5	1,209	2,071
California	25	x	x	x	x
Oregon	6	x	x	x	x
Washington	12	x	x	x	x
APPARATUS AND EQUIPMENT					
UNITED STATES	199	20,931	104	1,719	2,643
NEW ENGLAND	9	x	x	x	x
Massachusetts	5	373	4	39	67
MIDDLE ATLANTIC	69	11,471	40	581	1,003
New Jersey	5	175	3	30	38
New York	53	8,100	33	365	623
Pennsylvania	11	3,196	4	186	342
EAST NORTH CENTRAL	53	5,000	23	603	862
Illinois	23	1,994	12	289	423
Michigan	8	712	3	70	81
Ohio	15	1,805	4	159	278
WEST NORTH CENTRAL	20	x	x	x	x
Missouri	8	347	2	63	80
SOUTH ATLANTIC	12	871	4	108	141
EAST SOUTH CENTRAL	4	x	x	x	x
WEST SOUTH CENTRAL	7	200	3	23	28
MOUNTAIN	1	x	--	x	x
PACIFIC	24	1,335	15	129	211
California	21	x	x	x	x
WIRING SUPPLIES AND CONSTRUCTION MATERIAL					
UNITED STATES	734	76,859	354	5,331	8,352
NEW ENGLAND	76	5,938	40	428	657
Connecticut	15	693	8	45	80
Massachusetts	54	4,367	30	330	488
MIDDLE ATLANTIC	297	27,689	139	1,996	3,145
New Jersey	32	2,143	11	163	258
New York	206	21,807	87	1,533	2,518
Pennsylvania	59	3,739	41	300	369
EAST NORTH CENTRAL	130	18,615	60	1,255	1,996
Illinois	56	6,327	31	435	673
Michigan	24	5,303	9	234	473
Ohio	32	4,532	13	371	554
WEST NORTH CENTRAL	36	3,880	17	273	410
Minnesota	8	813	4	56	87
Missouri	18	2,035	8	140	214
SOUTH ATLANTIC	53	6,638	14	362	614
District of Columbia	5	736	--	47	82
Maryland	14	1,707	5	116	178
West Virginia	5	580	2	25	53

(continued)

* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL
TABLE 1-B.--NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
ELECTRICAL GOODS (continued)					
WIRING SUPPLIES AND CONSTRUCTION MATERIAL (continued)					
EAST SOUTH CENTRAL	15	$1,717	5	100	$149
WEST SOUTH CENTRAL	24	3,200	11	223	359
Louisiana	4	647	--	54	89
Oklahoma	6	670	3	53	80
Texas	13	x	x	x	x
MOUNTAIN	17	778	10	74	106
Colorado	11	541	6	44	62
PACIFIC	86	8,404	58	620	916
California	66	7,218	47	515	791
Oregon	6	295	3	21	29
Washington	14	891	8	84	96
RADIOS, REFRIGERATORS AND APPLIANCES					
UNITED STATES	1,086	294,519	554	14,633	26,713
NEW ENGLAND	69	12,784	30	765	1,293
Connecticut	13	2,642	3	134	244
Massachusetts	39	8,648	19	453	807
Rhode Island	6	1,172	5	75	107
MIDDLE ATLANTIC	277	110,323	144	4,735	9,637
New Jersey	20	9,358	5	494	981
New York	181	41,952	89	2,424	4,592
Pennsylvania	76	59,013	50	1,817	4,064
EAST NORTH CENTRAL	263	65,345	133	3,350	6,026
Illinois	75	18,055	38	946	1,703
Indiana	25	4,129	22	220	396
Michigan	47	7,952	31	414	701
Ohio	92	31,954	39	1,573	2,873
Wisconsin	24	3,255	3	197	353
WEST NORTH CENTRAL	106	24,485	55	1,368	2,408
Iowa	15	2,497	7	159	253
Kansas	7	2,797	1	141	267
Minnesota	30	3,739	22	222	364
Missouri	41	13,120	18	704	1,262
Nebraska	11	x	x	x	x
SOUTH ATLANTIC	106	23,950	52	1,352	2,341
District of Columbia	8	2,965	3	205	375
Florida	18	1,781	8	116	211
Georgia	10	3,911	4	138	257
Maryland	17	x	x	x	x
North Carolina	14	3,140	10	144	233
South Carolina	6	793	3	41	56
Virginia	15	4,114	7	272	389
West Virginia	16	3,379	5	199	359
EAST SOUTH CENTRAL	31	6,340	18	381	628
Kentucky	12	2,111	5	99	210
Tennessee	12	2,924	9	205	292
WEST SOUTH CENTRAL	57	15,942	21	819	1,375
Louisiana	10	3,446	--	200	319
Oklahoma	10	x	x	x	x
Texas	32	9,042	15	454	788
MOUNTAIN	27	5,182	8	311	494
Arizona	4	580	1	33	60
Colorado	10	x	x	x	x
Utah	6	1,288	--	77	108
PACIFIC	150	30,168	93	1,552	2,511
California	111	24,451	77	1,167	2,013
Oregon	13	2,709	5	140	259
Washington	26	3,008	11	245	239

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
FARM PRODUCTS - RAW MATERIALS					
COTTON					
UNITED STATES	263	$518,244	206	2,406	$5,204
NEW ENGLAND	13	25,091	7	119	303
Massachusetts	11	x	x	x	x
MIDDLE ATLANTIC	6	3,858	4	91	219
EAST NORTH CENTRAL	1	x	--	x	x
WEST NORTH CENTRAL	7	5,202	4	28	64
Missouri	6	x	x	x	x
SOUTH ATLANTIC	68	78,685	44	491	943
Georgia	22	29,213	12	199	381
North Carolina	15	13,402	10	91	160
South Carolina	28	32,867	22	166	319
Virginia	3	3,203	--	35	83
EAST SOUTH CENTRAL	55	79,804	48	504	933
Alabama	23	x	x	x	x
Tennessee	27	53,137	29	335	670
WEST SOUTH CENTRAL	98	303,213	88	1,099	2,546
Louisiana	28	33,935	33	269	554
Texas	66	265,621	52	821	1,979
MOUNTAIN	5	x	x	x	x
PACIFIC	10	18,843	5	58	154
California	10	18,843	5	58	154
GRAIN					
UNITED STATES	474	483,949	234	5,888	9,983
NEW ENGLAND	24	9,373	11	206	317
Maine	3	189	3	7	8
Massachusetts	14	5,975	4	126	192
MIDDLE ATLANTIC	46	53,018	26	534	960
New Jersey	6	1,801	1	87	138
New York	20	44,450	7	257	524
Pennsylvania	20	6,767	18	190	298
EAST NORTH CENTRAL	109	100,413	46	1,658	2,858
Illinois	32	51,237	12	834	1,655
Indiana	24	11,852	10	223	284
Michigan	15	3,322	3	123	115
Ohio	23	25,507	18	248	372
Wisconsin	15	8,495	3	230	432
WEST NORTH CENTRAL	114	229,774	24	1,906	3,811
Iowa	20	7,701	10	136	196
Kansas	17	18,565	7	129	227
Minnesota	34	138,365	--	849	1,917
Missouri	28	54,630	6	572	1,139
Nebraska	12	9,977	1	204	307
SOUTH ATLANTIC	32	5,540	32	189	183
Florida	4	649	4	32	36
Georgia	4	256	3	22	18
Maryland	10	2,696	15	48	43
North Carolina	5	498	6	22	19
West Virginia	5	321	1	25	21
EAST SOUTH CENTRAL	15	3,861	13	268	171
Tennessee	8	2,529	5	215	108
WEST SOUTH CENTRAL	54	20,958	40	345	419
Oklahoma	11	2,300	8	54	84
Texas	37	15,644	29	243	268
(continued)					

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* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL
TABLE 1-B.--NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add 000)
FARM PRODUCTS - RAW MATERIALS (continued)					
GRAIN (continued)					
MOUNTAIN	26	$11,133	8	285	$373
Arizona	5	1,712	--	98	89
Colorado	9	7,147	4	123	192
New Mexico	3	291	2	11	12
PACIFIC	54	49,879	34	497	891
California	29	21,419	28	193	430
Oregon	8	15,276	--	98	200
Washington	17	13,184	6	206	261
HIDES, SKINS, AND FURS (RAW)					
UNITED STATES	874	189,342	696	3,668	7,004
NEW ENGLAND	18	1,986	9	92	150
Maine	3	149	2	11	8
Massachusetts	12	1,575	5	63	102
MIDDLE ATLANTIC	574	113,559	465	1,644	4,020
New Jersey	3	644	3	21	31
New York	558	109,724	451	1,562	3,892
Pennsylvania	13	3,191	11	61	97
EAST NORTH CENTRAL	78	31,262	62	555	918
Illinois	25	19,699	8	239	492
Indiana	8	1,197	8	43	45
Michigan	14	2,161	14	81	101
Ohio	23	5,134	25	115	165
Wisconsin	8	3,071	7	77	115
WEST NORTH CENTRAL	56	10,324	49	376	558
Iowa	6	1,288	2	38	62
Kansas	6	737	11	22	27
Minnesota	13	1,133	13	50	63
Missouri	23	6,396	12	224	378
Nebraska	4	357	4	26	17
SOUTH ATLANTIC	21	3,378	21	190	178
Georgia	3	592	1	31	29
Maryland	4	349	4	16	30
North Carolina	4	963	3	67	49
Virginia	3	379	7	12	9
EAST SOUTH CENTRAL	12	3,934	12	89	123
Tennessee	6	2,019	10	51	64
WEST SOUTH CENTRAL	32	6,141	25	163	253
Louisiana	19	3,199	12	71	142
Oklahoma	4	535	4	32	35
MOUNTAIN	35	4,344	17	164	215
Colorado	13	2,179	2	64	89
Montana	8	493	7	31	38
PACIFIC	48	14,414	36	395	589
California	31	11,706	24	242	416
Oregon	4	976	4	57	66
Washington	13	1,732	8	96	107
HORSES AND MULES					
UNITED STATES 1/	9	1,056	13	29	36
LIVESTOCK					
UNITED STATES	26	2,557	28	113	167
NEW ENGLAND	4	357	4	17	18
MIDDLE ATLANTIC	7	942	4	33	89
New York	6	x	x	x	x
EAST NORTH CENTRAL	4	550	3	14	17
(continued)					
LIVESTOCK (continued)					
WEST NORTH CENTRAL	3	$354	3	12	$8
SOUTH ATLANTIC	3	90	4	6	4
EAST SOUTH CENTRAL	2	x	x	x	x
MOUNTAIN	1	x	x	x	x
PACIFIC	2	x	x	x	x
SILK (RAW)					
UNITED STATES	16	67,393	9	223	879
MIDDLE ATLANTIC	16	67,393	9	223	879
New York	13	66,269	9	203	841
TOBACCO (LEAF)					
UNITED STATES	224	73,938	137	6,071	5,156
NEW ENGLAND	22	4,551	10	477	597
Connecticut	17	3,820	9	458	497
Massachusetts	5	731	1	19	100
MIDDLE ATLANTIC	73	15,464	55	1,071	1,341
New York	52	12,566	36	883	1,166
Pennsylvania	21	2,898	19	188	175
EAST NORTH CENTRAL	26	3,458	17	269	277
Illinois	8	381	10	28	38
Ohio	12	2,891	5	198	202
Wisconsin	6	186	2	43	37
WEST NORTH CENTRAL	3	x	x	x	x
SOUTH ATLANTIC	46	28,983	25	1,882	1,579
Maryland	4	913	2	44	49
North Carolina	13	10,663	1	1,195	697
Virginia	21	16,917	15	613	814
EAST SOUTH CENTRAL	46	21,089	22	2,351	1,335
Kentucky	33	18,151	11	1,848	986
Tennessee	13	2,938	11	503	349
WEST SOUTH CENTRAL	1	x	x	x	x
PACIFIC	7	94	6	9	7
California	7	94	6	9	7
WOOL AND MOHAIR					
UNITED STATES	135	156,173	121	1,439	3,442
NEW ENGLAND	47	105,324	31	756	2,216
Massachusetts	43	98,368	31	709	2,052
Rhode Island	4	6,956	--	47	164
MIDDLE ATLANTIC	38	26,217	45	207	485
New York	12	245	12	23	21
Pennsylvania	26	25,972	33	184	464
EAST NORTH CENTRAL	13	3,769	17	85	126
Illinois	4	1,309	5	21	51
Ohio	4	1,142	4	34	28
WEST NORTH CENTRAL	15	11,154	10	205	371
Minnesota	4	1,628	5	41	48
Missouri	6	8,480	4	133	278
SOUTH ATLANTIC	5	3,692	5	62	87
EAST SOUTH CENTRAL	3	1,868	--	34	40
Kentucky	3	1,868	--	34	40
(continued)					

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* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations. 1/ Due to the limited number of establishments, no information is shown by States.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL
TABLE 1-B.–NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

FARM PRODUCTS – RAW MATERIALS (continued)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
WOOL AND MOHAIR (continued)					
WEST SOUTH CENTRAL	4	$1,123	4	20	$14
Texas	4	1,123	4	20	14
PACIFIC	10	3,026	9	70	103
California	5	1,329	3	43	57
ALL OTHER					
UNITED STATES	178	69,835	113	1,856	2,329
NEW ENGLAND	4	484	2	9	19
Massachusetts	4	484	2	9	19
MIDDLE ATLANTIC	75	32,905	55	435	1,189
New York	60	29,549	46	333	1,032
Pennsylvania	13	x	x	x	x
EAST NORTH CENTRAL	26	2,323	15	124	138
Illinois	15	1,042	7	56	84
WEST NORTH CENTRAL	6	1,172	2	49	66
SOUTH ATLANTIC	21	11,757	10	907	480
Virginia	10	4,141	7	378	176
EAST SOUTH CENTRAL	6	x	x	x	x
WEST SOUTH CENTRAL	10	x	x	x	x
Texas	3	411	--	36	17
MOUNTAIN	9	2,351	3	47	59
Colorado	3	1,755	1	32	43
PACIFIC	21	17,079	20	161	297
California	14	x	x	x	x

FARM PRODUCTS – CONSUMER GOODS

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
DAIRY PRODUCTS					
UNITED STATES	2,178	427,966	1,284	25,161	37,459
NEW ENGLAND	132	16,181	89	1,195	1,753
Connecticut	23	2,707	13	235	372
Maine	11	741	8	61	69
Massachusetts	65	10,342	42	745	1,144
New Hampshire	5	615	2	30	34
Rhode Island	16	605	15	69	73
Vermont	12	1,171	9	55	61
MIDDLE ATLANTIC	492	164,620	232	7,027	12,257
New Jersey	68	20,684	24	1,145	1,992
New York	298	116,577	132	4,122	7,738
Pennsylvania	126	27,359	76	1,760	2,527
EAST NORTH CENTRAL	690	128,710	444	7,341	11,201
Illinois	208	47,348	128	2,699	4,619
Indiana	88	6,975	76	593	726
Michigan	111	14,516	71	1,502	2,224
Ohio	161	21,845	109	1,896	2,706
Wisconsin	122	38,026	60	651	926
WEST NORTH CENTRAL	271	39,971	216	1,932	2,500
Iowa	107	10,865	106	521	569
Kansas	26	3,410	25	182	238
Minnesota	29	4,208	18	218	353
Missouri	67	12,626	38	760	1,044
Nebraska	22	7,807	13	192	247
North Dakota	11	289	9	29	24
South Dakota	9	766	7	30	25
(continued)					

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
DAIRY PRODUCTS (continued)					
SOUTH ATLANTIC	106	$11,382	45	1,276	$1,431
District of Columbia	6	2,591	2	232	377
Florida	14	1,916	6	180	223
Georgia	17	1,520	8	193	107
Maryland	20	1,750	12	182	208
Virginia	9	706	4	71	103
West Virginia	31	2,318	12	345	355
EAST SOUTH CENTRAL	86	6,531	38	886	867
Alabama	15	813	9	123	103
Kentucky	36	2,807	16	365	388
Mississippi	15	703	6	99	78
Tennessee	20	2,208	7	299	298
WEST SOUTH CENTRAL	132	12,768	69	1,613	1,688
Arkansas	8	913	3	73	87
Louisiana	27	1,456	21	190	155
Oklahoma	20	1,531	15	98	97
Texas	77	8,868	30	1,252	1,349
MOUNTAIN	78	7,818	50	531	650
Arizona	7	808	8	74	109
Colorado	20	2,598	12	145	171
Idaho	11	428	10	39	42
Montana	13	2,350	3	117	161
Utah	16	993	9	99	97
PACIFIC	191	39,985	101	3,360	5,112
California	130	29,412	69	2,518	3,804
Oregon	14	1,140	11	93	126
Washington	47	9,433	21	749	1,182
POULTRY AND POULTRY PRODUCTS					
UNITED STATES	1,778	230,602	1,712	7,750	8,517
NEW ENGLAND	69	x	x	x	x
Connecticut	10	415	13	15	13
Massachusetts	48	8,340	27	214	351
Rhode Island	3	133	3	9	7
MIDDLE ATLANTIC	378	82,320	340	1,750	2,748
New Jersey	30	3,846	25	91	121
New York	265	64,971	221	1,238	2,222
Pennsylvania	83	13,503	94	421	405
EAST NORTH CENTRAL	521	57,911	544	1,621	1,787
Illinois	143	27,127	144	579	709
Indiana	91	6,043	97	188	140
Michigan	84	8,361	95	282	369
Ohio	156	8,911	163	387	381
Wisconsin	47	7,469	45	185	188
WEST NORTH CENTRAL	233	33,792	220	1,693	1,315
Iowa	51	4,763	42	292	244
Kansas	16	2,010	14	90	82
Minnesota	36	7,462	34	297	299
Missouri	110	16,885	111	796	544
Nebraska	12	707	16	24	23
North Dakota	3	680	1	79	60
South Dakota	5	1,285	2	115	63
SOUTH ATLANTIC	127	8,510	116	370	316
District of Columbia	12	2,240	9	74	91
Florida	13	699	8	50	52
Georgia	9	700	9	31	21
Maryland	29	1,092	25	73	50
North Carolina	14	667	15	39	30
Virginia	27	2,490	24	67	46
West Virginia	20	561	24	30	24
EAST SOUTH CENTRAL	111	7,824	105	400	280
Alabama	16	x	x	x	x
Kentucky	49	2,117	48	128	84
Tennessee	39	4,598	37	204	151
(continued)					

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL

TABLE 1-B.--NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
FARM PRODUCTS - CONSUMER GOODS (continued)					
POULTRY AND POULTRY PRODUCTS (continued)					
WEST SOUTH CENTRAL	127	$7,488	110	432	$378
Arkansas	5	222	4	13	8
Louisiana	19	960	15	81	56
Oklahoma	32	1,612	33	75	61
Texas	71	4,694	58	263	253
MOUNTAIN	49	x	x	x	x
Arizona	6	116	5	8	8
Colorado	20	987	17	88	75
Utah	11	354	11	19	15
PACIFIC	163	21,574	180	1,055	1,173
California	124	17,937	146	786	874
Oregon	20	2,829	15	213	242
Washington	19	808	19	56	57
DAIRY AND POULTRY PRODUCTS					
UNITED STATES	1,019	304,576	822	8,373	12,912
NEW ENGLAND	69	30,715	41	681	1,247
Connecticut	9	3,105	8	116	202
Massachusetts	43	x	x	x	x
Rhode Island	10	2,943	6	82	122
MIDDLE ATLANTIC	363	136,656	276	3,280	5,758
New Jersey	37	10,917	18	373	660
New York	231	x	x	x	x
Pennsylvania	95	x	x	x	x
EAST NORTH CENTRAL	249	68,020	227	1,615	2,424
Illinois	93	x	x	x	x
Indiana	19	1,072	15	68	45
Michigan	58	x	x	x	x
Ohio	60	10,166	60	361	457
Wisconsin	19	5,848	12	130	160
WEST NORTH CENTRAL	128	12,691	108	580	567
Iowa	33	x	x	x	x
Missouri	48	x	x	x	x
North Dakota	3	544	1	22	19
South Dakota	3	71	3	3	4
SOUTH ATLANTIC	43	13,095	32	529	680
District of Columbia	10	5,766	7	276	369
Maryland	15	x	x	x	x
EAST SOUTH CENTRAL	14	3,855	14	164	248
Kentucky	4	113	5	10	12
Tennessee	9	x	x	x	x
WEST SOUTH CENTRAL	56	7,570	54	368	315
Arkansas	7	293	8	20	11
Oklahoma	24	1,061	25	74	49
Texas	22	x	x	x	x
MOUNTAIN	19	1,263	15	74	78
Arizona	4	264	5	12	14
Montana	4	426	1	24	31
Utah	4	168	2	11	7
PACIFIC	78	30,711	55	1,082	1,595
California	42	x	x	x	x
Oregon	15	2,612	6	162	205
Washington	21	x	x	x	x

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
FRUIT AND VEGETABLES (FRESH)					
UNITED STATES	6,164	$972,532	6,265	35,813	$47,973
NEW ENGLAND	498	83,068	457	3,260	4,309
Connecticut	100	14,827	87	572	783
Maine	66	8,271	59	511	545
Massachusetts	271	48,525	263	1,694	2,381
New Hampshire	23	1,741	21	99	125
Rhode Island	29	8,366	19	301	390
Vermont	9	1,338	8	83	85
MIDDLE ATLANTIC	1,695	309,391	1,866	8,618	12,922
New Jersey	202	23,700	201	828	1,125
New York	921	192,249	992	5,146	8,598
Pennsylvania	572	93,442	673	2,644	3,199
EAST NORTH CENTRAL	1,150	194,407	1,211	6,462	8,799
Illinois	366	78,995	375	2,304	3,636
Indiana	119	15,629	126	778	911
Michigan	230	32,776	257	1,075	1,267
Ohio	342	48,574	397	1,574	1,964
Wisconsin	93	18,433	56	731	1,021
WEST NORTH CENTRAL	517	107,397	442	4,287	5,578
Iowa	73	18,552	44	867	1,119
Kansas	42	9,115	41	421	447
Minnesota	109	25,789	85	939	1,364
Missouri	236	42,141	226	1,419	1,930
Nebraska	36	8,765	24	498	534
North Dakota	8	536	10	25	29
South Dakota	13	2,499	12	118	155
SOUTH ATLANTIC	625	68,506	573	3,540	4,001
Delaware	21	1,629	25	101	75
District of Columbia	39	7,893	36	284	389
Florida	104	9,844	101	606	596
Georgia	78	8,622	53	472	521
Maryland	109	10,845	118	413	479
North Carolina	77	10,121	77	567	683
South Carolina	39	4,265	31	270	287
Virginia	84	8,006	68	441	521
West Virginia	74	7,281	64	386	450
EAST SOUTH CENTRAL	232	26,653	233	1,368	1,348
Alabama	71	6,957	75	359	339
Kentucky	63	7,577	62	351	385
Mississippi	21	1,267	26	75	66
Tennessee	77	10,852	70	583	558
WEST SOUTH CENTRAL	354	49,207	324	2,751	3,075
Arkansas	24	3,073	25	215	219
Louisiana	63	11,231	61	622	667
Oklahoma	56	7,219	38	398	521
Texas	211	27,684	200	1,516	1,668
MOUNTAIN	228	25,832	199	1,350	1,626
Arizona	39	2,232	37	156	175
Colorado	91	10,514	93	548	595
Idaho	28	3,276	20	155	199
Montana	15	3,181	6	149	211
Nevada	7	1,214	2	72	112
New Mexico	8	586	9	44	45
Utah	30	3,229	28	161	196
Wyoming	10	1,600	4	65	93
PACIFIC	865	108,071	960	4,177	6,315
California	696	79,529	852	3,123	4,811
Oregon	51	8,009	31	318	452
Washington	118	20,533	77	736	1,052

* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL

TABLE 1-B.–NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add 000)
FARM PRODUCTS – CONSUMER GOODS (continued)					
ALL OTHER					
UNITED STATES	49	$5,383	45	219	$304
NEW ENGLAND	1	x	x	--	--
MIDDLE ATLANTIC	9	1,562	8	45	72
New York	8	x	x	x	x
EAST NORTH CENTRAL	6	813	3	58	72
Ohio	3	104	3	7	6
WEST NORTH CENTRAL	6	263	8	17	12
SOUTH ATLANTIC	8	303	7	18	17
EAST SOUTH CENTRAL	3	34	3	3	1
WEST SOUTH CENTRAL	3	478	5	24	27
MOUNTAIN	4	x	x	x	x
PACIFIC	9	1,180	5	32	49
FARM SUPPLIES					
FEED					
UNITED STATES	951	149,087	633	5,524	6,768
NEW ENGLAND	34	6,343	7	229	358
Connecticut	8	670	5	21	30
Maine	5	699	1	34	47
Massachusetts	13	4,102	1	150	246
Vermont	5	593	--	13	21
MIDDLE ATLANTIC	136	28,642	81	854	1,199
New Jersey	21	3,613	4	177	241
New York	45	19,814	19	443	681
Pennsylvania	70	5,215	58	234	277
EAST NORTH CENTRAL	189	25,148	131	1,055	1,274
Illinois	52	6,621	51	242	334
Indiana	29	3,286	19	99	108
Michigan	33	1,985	21	111	103
Ohio	34	5,891	27	355	424
Wisconsin	41	7,365	13	248	305
WEST NORTH CENTRAL	161	19,408	109	699	778
Iowa	25	2,872	18	140	148
Kansas	23	2,892	17	82	102
Minnesota	22	3,568	7	100	136
Missouri	70	8,309	54	291	293
Nebraska	13	1,101	4	63	75
North Dakota	3	336	4	11	12
South Dakota	5	330	5	12	12
SOUTH ATLANTIC	146	18,302	101	891	1,011
Florida	21	5,657	16	242	338
Georgia	10	896	5	59	62
Maryland	18	1,381	15	46	50
North Carolina	34	2,984	35	132	127
South Carolina	11	979	2	84	71
Virginia	22	x	x	x	x
West Virginia	30	2,140	21	141	125
EAST SOUTH CENTRAL	47	5,575	45	273	286
Kentucky	14	1,858	11	95	102
Tennessee	17	2,018	18	96	105
WEST SOUTH CENTRAL	112	15,201	90	558	586
Arkansas	15	x	x	x	x
Louisiana	11	x	x	x	x
Oklahoma	31	3,460	31	108	102
Texas	55	7,128	45	257	251

(continued)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add 000)
FEED (continued)					
MOUNTAIN	32	$4,174	14	174	$216
Arizona	4	526	1	21	26
Colorado	11	2,367	6	88	106
Montana	8	522	1	26	44
Utah	5	369	2	22	24
PACIFIC	92	26,294	55	791	1,060
California	58	20,156	42	621	834
Oregon	15	2,671	9	76	101
Washington	19	3,467	4	94	125
FERTILIZER					
UNITED STATES	78	32,015	50	562	1,006
NEW ENGLAND	3	x	x	x	x
MIDDLE ATLANTIC	19	x	x	x	x
New Jersey	4	1,146	3	59	78
New York	10	x	x	x	x
Pennsylvania	5	238	6	12	12
EAST NORTH CENTRAL	6	4,827	5	58	84
WEST NORTH CENTRAL	1	x	x	x	x
SOUTH ATLANTIC	24	8,535	10	131	237
Georgia	5	5,893	2	51	144
Maryland	4	1,458	2	22	33
South Carolina	4	357	2	18	10
EAST SOUTH CENTRAL	4	x	x	x	x
MOUNTAIN	1	x	--	x	x
PACIFIC	20	6,059	15	132	257
California	17	5,863	14	122	242
SEEDS					
UNITED STATES	354	90,759	186	6,290	8,348
NEW ENGLAND	8	5,300	1	122	357
Connecticut	4	4,748	1	80	282
MIDDLE ATLANTIC	51	8,422	25	653	1,036
New Jersey	3	791	1	22	61
New York	36	6,574	14	548	860
Pennsylvania	12	1,057	10	83	115
EAST NORTH CENTRAL	76	20,734	42	1,949	2,472
Illinois	28	x	x	x	x
Indiana	10	1,600	2	102	132
Ohio	14	3,846	7	222	288
Wisconsin	15	x	x	x	x
WEST NORTH CENTRAL	82	31,669	30	1,722	2,426
Iowa	22	5,953	11	349	481
Kansas	7	747	4	69	96
Minnesota	9	x	--	x	x
Missouri	23	x	x	x	x
Nebraska	9	2,101	2	113	170
North Dakota	6	1,705	5	70	130
South Dakota	6	1,593	1	186	180
SOUTH ATLANTIC	38	6,778	28	430	494
Georgia	11	926	13	56	47
Maryland	7	2,050	2	126	192
South Carolina	3	184	1	11	21
Virginia	8	2,838	--	178	186
EAST SOUTH CENTRAL	14	3,876	9	308	261

(continued)

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL
TABLE 1-B.--NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Estab-lish-ments	Net sales (add 000)	Pro-prie-tors	Em-ploy-ees	Total pay roll* (add000)
FARM SUPPLIES (continued)					
SEEDS (continued)					
WEST SOUTH CENTRAL	21	$2,893	10	150	$211
Oklahoma	5	522	4	33	32
Texas	10	1,986	4	79	131
MOUNTAIN	22	3,906	17	304	289
PACIFIC	42	7,181	24	652	802
California	26	5,320	13	520	660
ALL OTHER					
UNITED STATES	50	9,870	23	363	444
NEW ENGLAND	2	x	--	x	x
MIDDLE ATLANTIC	5	x	x	x	x
EAST NORTH CENTRAL	10	4,779	4	131	183
WEST NORTH CENTRAL	8	x	x	x	x
Iowa	4	786	1	24	21
SOUTH ATLANTIC	2	x	--	x	x
EAST SOUTH CENTRAL	2	x	x	x	x
WEST SOUTH CENTRAL	6	988	--	50	57
Texas	6	988	--	50	57
MOUNTAIN	2	x	x	x	x
PACIFIC	13	1,550	7	58	63
California	8	697	6	25	32
Washington	5	853	1	33	31
FURNITURE AND HOUSE FURNISHINGS					
CHINA, GLASSWARE AND CROCKERY					
UNITED STATES	321	33,497	196	2,728	4,577
NEW ENGLAND	14	1,869	8	225	317
Massachusetts	11	x	x	x	x
MIDDLE ATLANTIC	166	20,066	84	1,333	2,651
New York	148	18,233	71	1,159	2,362
Pennsylvania	18	1,833	13	174	289
EAST NORTH CENTRAL	64	5,398	43	513	708
Illinois	25	3,914	12	298	462
Indiana	3	201	3	42	46
Michigan	10	427	6	68	80
Ohio	23	751	22	88	97
Wisconsin	3	105	--	17	23
WEST NORTH CENTRAL	20	2,097	8	270	380
Iowa	4	190	1	24	38
Minnesota	5	606	2	65	74
Missouri	10	x	x	x	x
SOUTH ATLANTIC	10	325	8	40	44
EAST SOUTH CENTRAL	7	435	6	52	75
WEST SOUTH CENTRAL	8	x	x	x	x
Louisiana	3	805	3	74	85
MOUNTAIN	2	x	x	x	x
PACIFIC	30	1,869	30	131	209
California	23	1,231	25	91	152

Kind of Business Division and State	Estab-lish-ments	Net sales (add 000)	Pro-prie-tors	Em-ploy-ees	Total pay roll* (add000)
FLOOR COVERINGS					
UNITED STATES	366	$89,021	202	3,551	$6,144
NEW ENGLAND	29	5,512	9	235	451
Connecticut	4	936	--	24	54
Massachusetts	22	4,271	9	196	364
MIDDLE ATLANTIC	208	40,180	136	1,426	2,841
New York	177	x	x	x	x
Pennsylvania	27	7,614	16	301	594
EAST NORTH CENTRAL	53	15,030	25	459	837
Illinois	27	x	x	x	x
Michigan	8	2,538	3	65	135
Ohio	13	3,658	7	106	155
Wisconsin	3	1,273	--	48	84
WEST NORTH CENTRAL	14	7,777	8	417	595
Missouri	6	5,148	4	301	430
SOUTH ATLANTIC	16	4,119	5	150	318
Georgia	3	1,331	2	57	134
Maryland	4	1,588	3	58	103
Virginia	5	270	--	15	29
EAST SOUTH CENTRAL	4	1,485	--	68	101
WEST SOUTH CENTRAL	7	2,000	--	72	93
MOUNTAIN	3	1,633	--	69	76
PACIFIC	32	11,285	19	655	832
California	24	8,468	19	524	650
Oregon	3	1,088	--	40	63
Washington	5	1,729	--	91	119
FURNITURE (HOUSEHOLD AND OFFICE)					
UNITED STATES	375	38,164	249	2,542	4,074
NEW ENGLAND	23	2,081	16	115	183
Massachusetts	19	1,873	14	97	154
MIDDLE ATLANTIC	153	13,732	109	886	1,546
New York	112	11,534	71	706	1,316
Pennsylvania	41	2,198	38	180	230
EAST NORTH CENTRAL	80	5,949	49	415	648
Illinois	46	3,419	32	220	351
Indiana	8	1,044	3	91	123
Ohio	14	592	11	44	56
WEST NORTH CENTRAL	18	5,292	6	358	518
Minnesota	4	235	3	19	28
Missouri	9	2,045	2	154	258
SOUTH ATLANTIC	18	4,202	4	221	398
Florida	5	1,246	--	60	124
Maryland	3	316	1	28	37
West Virginia	5	1,439	1	83	146
EAST SOUTH CENTRAL	7	981	7	100	130
Kentucky	4	164	4	25	28
Tennessee	3	817	3	75	102
WEST SOUTH CENTRAL	17	2,747	9	212	304
Louisiana	3	685	1	52	106
Texas	10	1,593	4	117	138
MOUNTAIN	6	1,149	1	60	107
PACIFIC	53	2,031	48	175	240
California	45	1,856	43	167	231
Oregon	3	112	2	3	4
Washington	5	63	3	5	5

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL
TABLE 1-B.–NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Estab-lish-ments	Net sales (add 000)	Pro-prie-tors	Em-ploy-ees	Total pay roll* (add000)
FURNITURE AND HOUSE FURNISHINGS (continued)					
HOUSE FURNISHINGS (EXCEPT AS SPECIFIED)					
UNITED STATES	784	$69,327	643	3,875	$6,051
NEW ENGLAND	43	6,460	31	402	600
Connecticut	5	717	4	15	36
Massachusetts	33	4,596	24	306	427
MIDDLE ATLANTIC	454	45,923	370	2,344	3,929
New Jersey	8	395	5	38	69
New York	390	41,024	316	1,968	3,393
Pennsylvania	56	4,504	49	338	467
EAST NORTH CENTRAL	107	6,677	73	450	665
Illinois	52	3,064	34	239	358
Indiana	7	376	5	29	34
Michigan	20	1,041	15	74	133
Ohio	22	2,112	14	92	130
Wisconsin	6	84	5	16	10
WEST NORTH CENTRAL	35	1,842	36	132	168
Iowa	3	6	3	--	--
Minnesota	8	237	6	32	48
Missouri	20	1,291	19	80	102
Nebraska	4	308	8	20	18
SOUTH ATLANTIC	33	2,067	29	135	148
Florida	6	606	5	33	38
Georgia	4	282	2	16	22
Maryland	12	399	14	35	32
North Carolina	3	575	4	26	28
Virginia	4	111	3	13	15
EAST SOUTH CENTRAL	10	530	11	51	57
Kentucky	5	13	5	3	2
WEST SOUTH CENTRAL	7	110	7	12	10
MOUNTAIN	7	219	8	35	36
PACIFIC	88	5,499	78	314	438
California	80	4,498	75	247	349
Oregon	3	358	2	14	14
Washington	5	643	1	53	75
MUSICAL INSTRUMENTS AND SHEET MUSIC					
UNITED STATES	113	13,448	45	1,282	2,260
NEW ENGLAND	6	612	6	94	129
MIDDLE ATLANTIC	54	6,602	15	666	1,232
New York	48	x	x	x	x
Pennsylvania	5	670	1	60	83
EAST NORTH CENTRAL	26	3,698	12	280	489
Illinois	13	x	x	x	x
Ohio	6	1,860	4	122	234
WEST NORTH CENTRAL	3	910	1	104	178
SOUTH ATLANTIC	3	x	x	x	x
WEST SOUTH CENTRAL	1	x	--	x	x
PACIFIC	20	1,095	10	102	170
California	16	825	8	83	143
GENERAL MERCHANDISE					
UNITED STATES	209	361,647	122	9,266	13,942
NEW ENGLAND	8	1,728	1	149	229
Connecticut	5	1,199	--	114	186
(continued)					

Kind of Business Division and State	Estab-lish-ments	Net sales (add 000)	Pro-prie-tors	Em-ploy-ees	Total pay roll* (add000)
GENERAL MERCHANDISE (continued)					
MIDDLE ATLANTIC	54	$227,599	27	2,235	$4,427
New Jersey	4	9,365	1	658	889
New York	42	217,193	20	1,489	3,393
Pennsylvania	8	1,041	6	88	145
EAST NORTH CENTRAL	37	25,212	25	1,736	2,383
Illinois	18	20,847	6	1,413	1,916
Indiana	3	363	3	30	50
Michigan	6	816	8	52	56
Ohio	7	2,903	6	218	336
Wisconsin	3	283	2	23	25
WEST NORTH CENTRAL	16	24,212	12	1,506	1,862
Kansas	3	400	2	14	14
Minnesota	6	8,777	3	600	698
Missouri	7	15,035	7	892	1,150
SOUTH ATLANTIC	22	15,682	7	945	1,155
Georgia	3	863	1	31	44
Maryland	4	12,019	1	764	942
South Carolina	3	597	1	35	32
Virginia	4	1,422	--	80	99
EAST SOUTH CENTRAL	16	x	x	x	x
Kentucky	6	5,817	3	387	518
Mississippi	3	2,024	2	118	126
Tennessee	5	4,805	6	152	216
WEST SOUTH CENTRAL	18	x	x	x	x
Louisiana	7	1,854	1	104	126
Texas	9	11,946	8	622	808
MOUNTAIN	5	x	x	x	x
New Mexico	3	2,216	5	82	133
PACIFIC	33	x	x	x	x
California	27	32,400	14	836	1,409
Washington	4	1,080	2	63	108
GROCERIES (Full Line)					
UNITED STATES	3,833	1,953,762	1,443	67,563	98,077
NEW ENGLAND	172	95,247	52	4,024	6,225
Connecticut	32	14,211	19	461	749
Maine	26	13,021	2	511	825
Massachusetts	76	50,540	22	2,393	3,663
New Hampshire	16	7,296	1	268	438
Rhode Island	11	5,642	5	214	316
Vermont	11	4,537	3	177	234
MIDDLE ATLANTIC	446	337,523	233	10,802	17,504
New Jersey	32	29,341	11	725	1,389
New York	158	182,674	103	6,090	10,583
Pennsylvania	256	125,508	119	3,987	5,532
EAST NORTH CENTRAL	676	360,426	187	14,197	20,868
Illinois	167	112,954	50	5,272	7,967
Indiana	90	49,833	29	1,885	2,525
Michigan	171	59,312	52	1,868	2,631
Ohio	187	95,428	46	3,559	5,336
Wisconsin	61	42,899	10	1,613	2,409
WEST NORTH CENTRAL	380	246,509	77	9,297	13,333
Iowa	56	46,656	10	1,660	2,426
Kansas	60	29,801	17	1,178	1,614
Minnesota	61	52,077	10	1,866	2,783
Missouri	116	59,657	32	2,309	3,428
Nebraska	37	32,515	8	1,370	1,818
North Dakota	24	14,039	--	459	636
South Dakota	26	11,764	--	455	628
(continued)					

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BUREAU OF THE CENSUS LIBRARY

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL
TABLE 1-B.--NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
GROCERIES (Full Line) (continued)					
SOUTH ATLANTIC	659	$232,962	373	7,593	$10,303
Delaware	5	2,516	1	80	110
District of Columbia	11	11,031	7	393	590
Florida	59	26,326	22	1,002	1,456
Georgia	140	46,147	84	1,473	1,904
Maryland	34	21,841	26	681	926
North Carolina	162	40,763	117	1,248	1,568
South Carolina	80	26,630	48	759	931
Virginia	91	30,356	51	1,016	1,393
West Virginia	67	27,352	17	941	1,425
EAST SOUTH CENTRAL	415	160,897	214	5,733	6,991
Alabama	96	34,828	80	1,192	1,423
Kentucky	106	36,329	67	1,422	1,609
Mississippi	106	35,455	37	1,350	1,625
Tennessee	107	54,285	30	1,769	2,334
WEST SOUTH CENTRAL	652	262,264	203	8,629	11,281
Arkansas	128	41,222	60	1,436	1,798
Louisiana	134	53,566	39	1,905	2,328
Oklahoma	96	44,035	11	1,426	2,058
Texas	294	123,441	93	3,862	5,097
MOUNTAIN	172	80,311	30	2,395	3,805
Arizona	16	4,562	9	137	172
Colorado	47	20,401	9	774	1,238
Idaho	22	10,133	2	206	349
Montana	27	13,111	1	362	573
Nevada	4	1,577	3	37	74
New Mexico	26	15,303	4	420	684
Utah	19	10,041	2	291	475
Wyoming	11	5,183	--	168	240
PACIFIC	261	177,623	74	4,893	7,767
California	167	124,176	56	3,312	5,251
Oregon	30	19,143	11	576	875
Washington	64	34,304	7	1,005	1,641
GROCERIES AND FOODS (Specialty Lines)					
CANNED GOODS					
UNITED STATES	291	77,222	222	2,608	4,280
NEW ENGLAND	20	3,057	16	137	194
Connecticut	5	382	4	15	20
Maine	6	1,478	3	44	80
Massachusetts	9	1,197	9	78	94
MIDDLE ATLANTIC	107	32,095	103	998	1,723
New Jersey	8	780	4	36	54
New York	72	23,320	77	630	1,119
Pennsylvania	27	7,995	22	332	550
EAST NORTH CENTRAL	53	11,644	33	414	668
Illinois	22	5,799	11	153	257
Indiana	8	752	4	36	56
Michigan	10	x	x	x	x
Ohio	11	3,102	9	145	232
WEST NORTH CENTRAL	13	5,569	10	263	403
Minnesota	5	556	5	20	28
Missouri	5	3,822	4	192	288
SOUTH ATLANTIC	25	3,574	23	158	208
Maryland	5	271	8	16	16
North Carolina	5	112	6	16	12
Virginia	8	1,377	4	58	119

(continued)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
CANNED GOODS (continued)					
EAST SOUTH CENTRAL	7	x	x	x	x
Alabama	3	$308	2	8	$7
Kentucky	3	325	1	7	5
WEST SOUTH CENTRAL	11	1,374	7	118	128
Texas	7	1,257	4	113	128
MOUNTAIN	3	x	x	x	x
PACIFIC	52	17,641	25	459	863
California	37	11,153	21	345	638
Washington	13	x	x	x	x
COFFEE, TEA AND SPICES					
UNITED STATES	964	220,488	591	11,631	18,547
NEW ENGLAND	50	12,990	35	782	1,066
Connecticut	6	458	5	58	85
Massachusetts	40	12,468	24	721	978
Rhode Island	4	64	6	3	3
MIDDLE ATLANTIC	247	75,325	158	2,676	4,742
New Jersey	11	4,148	4	200	236
New York	169	65,400	108	1,940	3,744
Pennsylvania	67	5,777	46	536	762
EAST NORTH CENTRAL	158	25,859	108	1,799	2,758
Illinois	63	16,032	38	952	1,627
Indiana	12	443	5	59	79
Michigan	28	1,593	25	167	233
Ohio	42	6,934	31	541	707
Wisconsin	13	857	9	80	112
WEST NORTH CENTRAL	80	20,682	36	1,609	2,517
Kansas	8	693	7	73	104
Minnesota	17	3,886	7	360	645
Missouri	41	14,543	18	1,005	1,500
Nebraska	7	540	2	51	82
SOUTH ATLANTIC	98	7,924	71	754	1,040
Florida	24	582	19	84	89
Georgia	20	1,611	11	145	196
Maryland	18	1,763	8	209	303
North Carolina	8	205	12	20	19
South Carolina	11	330	6	35	33
Virginia	5	1,445	2	130	149
West Virginia	6	212	8	17	24
EAST SOUTH CENTRAL	58	7,334	28	580	777
Alabama	15	2,172	7	167	227
Kentucky	10	886	4	97	119
Mississippi	15	545	10	66	80
Tennessee	18	3,731	7	250	351
WEST SOUTH CENTRAL	139	33,963	89	1,461	2,068
Arkansas	11	431	10	60	49
Louisiana	67	24,251	44	646	974
Oklahoma	14	1,769	8	161	238
Texas	47	7,512	27	594	807
MOUNTAIN	21	1,695	13	158	197
Colorado	11	781	5	108	116
Utah	4	703	2	31	55
PACIFIC	113	34,716	53	1,812	3,382
California	88	31,106	44	1,555	2,911
Oregon	9	1,553	4	81	146
Washington	16	2,057	5	176	325

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* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL
TABLE 1-B.--NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
GROCERIES AND FOODS (Specialty Lines) (continued)					
CONFECTIONERY					
UNITED STATES	2,070	$111,867	1,986	6,598	$7,602
NEW ENGLAND	139	8,891	114	481	607
Connecticut	33	2,092	31	120	156
Maine	25	1,654	16	95	134
Massachusetts	58	3,590	46	180	228
New Hampshire	9	250	10	16	16
Rhode Island	8	869	9	33	32
Vermont	6	436	2	37	41
MIDDLE ATLANTIC	601	37,207	573	2,062	2,665
New Jersey	98	5,350	76	331	457
New York	258	17,657	229	878	1,217
Pennsylvania	245	14,200	268	853	991
EAST NORTH CENTRAL	459	20,417	449	1,272	1,381
Illinois	114	6,042	122	334	354
Indiana	66	2,085	69	124	130
Michigan	58	3,058	54	196	224
Ohio	156	6,716	143	500	523
Wisconsin	65	2,516	61	118	150
WEST NORTH CENTRAL	140	7,193	149	413	457
Iowa	31	939	34	79	77
Kansas	15	521	13	32	39
Minnesota	35	1,763	38	88	110
Missouri	42	2,777	49	145	150
Nebraska	9	442	8	32	39
SOUTH ATLANTIC	287	16,467	261	1,139	1,246
Delaware	8	678	5	45	67
District of Columbia	10	883	7	56	68
Florida	35	2,087	28	108	106
Georgia	42	1,538	43	164	165
Maryland	60	3,378	56	242	266
North Carolina	38	1,572	41	109	115
South Carolina	24	1,195	17	107	102
Virginia	44	3,071	39	190	238
West Virginia	26	2,065	24	118	119
EAST SOUTH CENTRAL	100	3,808	108	242	237
Alabama	32	957	34	78	69
Kentucky	28	1,313	31	72	63
Mississippi	16	288	16	20	20
Tennessee	24	1,250	27	72	85
WEST SOUTH CENTRAL	168	9,824	167	518	522
Arkansas	18	489	21	33	31
Louisiana	24	1,819	16	123	116
Oklahoma	31	1,464	32	48	45
Texas	95	6,052	98	314	330
MOUNTAIN	42	2,786	34	146	154
Colorado	10	1,320	5	55	60
Idaho	6	497	4	37	37
New Mexico	3	155	3	12	12
Utah	13	352	10	12	13
Wyoming	6	239	7	17	12
PACIFIC	134	5,274	131	325	333
California	94	3,860	95	240	227
Oregon	18	903	16	50	67
Washington	22	511	20	35	39
FISH AND SEA FOODS					
UNITED STATES	1,285	120,054	1,078	8,497	11,481
NEW ENGLAND	152	19,839	112	1,271	1,985
Connecticut	18	525	16	59	60
Maine	29	2,079	23	129	173
Massachusetts	92	16,318	56	1,003	1,673
Rhode Island	9	626	10	62	66
(continued)					

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
FISH AND SEA FOODS (continued)					
MIDDLE ATLANTIC	270	$41,090	162	2,016	$3,575
New Jersey	26	1,272	18	145	198
New York	176	33,374	86	1,417	2,834
Pennsylvania	68	6,444	58	454	543
EAST NORTH CENTRAL	254	19,201	222	1,447	2,037
Illinois	81	10,625	66	546	980
Indiana	11	580	9	74	87
Michigan	71	2,559	68	239	248
Ohio	58	3,713	55	410	503
Wisconsin	33	1,724	24	178	219
WEST NORTH CENTRAL	63	6,705	39	577	766
Iowa	12	606	12	61	84
Minnesota	25	2,489	14	196	268
Missouri	18	2,579	10	238	300
Nebraska	3	499	1	36	38
SOUTH ATLANTIC	247	12,488	255	1,320	1,107
District of Columbia	12	976	10	74	76
Florida	62	1,833	64	232	178
Georgia	31	955	26	119	86
Maryland	69	4,871	79	390	359
North Carolina	31	1,035	35	159	115
South Carolina	7	673	5	66	66
Virginia	31	2,058	34	261	212
EAST SOUTH CENTRAL	46	1,782	42	254	172
Alabama	26	638	23	102	64
Kentucky	7	549	6	69	63
Mississippi	6	280	4	41	24
Tennessee	7	315	9	42	21
WEST SOUTH CENTRAL	67	2,472	68	357	231
Arkansas	3	147	5	11	6
Louisiana	28	772	25	153	101
Oklahoma	5	161	5	16	15
Texas	31	1,392	33	177	109
MOUNTAIN	12	1,011	9	73	65
Colorado	5	734	3	51	46
PACIFIC	174	15,466	169	1,182	1,543
California	110	10,146	118	765	1,061
Oregon	19	787	19	111	106
Washington	45	4,533	32	306	376
FLOUR					
UNITED STATES	505	77,909	365	2,459	3,413
NEW ENGLAND	20	4,813	6	126	258
Connecticut	6	1,468	2	20	45
Massachusetts	14	3,345	4	106	213
MIDDLE ATLANTIC	117	21,848	90	575	943
New Jersey	11	4,078	3	91	156
New York	57	13,818	35	319	593
Pennsylvania	49	3,952	52	165	194
EAST NORTH CENTRAL	136	15,839	96	648	771
Illinois	41	4,785	35	179	250
Indiana	19	1,664	14	89	82
Michigan	24	1,891	22	87	85
Ohio	29	4,111	17	167	185
Wisconsin	23	3,388	8	126	169
WEST NORTH CENTRAL	72	12,302	51	340	434
Iowa	18	3,651	15	94	139
Kansas	4	1,277	4	50	60
Minnesota	14	1,021	6	28	28
Missouri	26	5,353	20	143	180
North Dakota	5	363	5	9	7
(continued)					

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL
TABLE 1-B.--NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
GROCERIES AND FOODS (Specialty Lines) (continued)					
FLOUR (continued)					
SOUTH ATLANTIC	45	$6,445	25	262	$322
Florida	3	277	1	11	12
Georgia	6	2,851	3	114	178
Maryland	7	1,084	3	32	49
North Carolina	9	1,384	3	52	39
South Carolina	4	343	3	13	20
Virginia	10	362	8	27	17
West Virginia	6	144	4	13	7
EAST SOUTH CENTRAL	51	4,315	26	188	225
Alabama	10	2,055	3	78	121
Kentucky	7	547	7	38	43
Mississippi	3	296	2	12	9
Tennessee	11	1,417	14	60	52
WEST SOUTH CENTRAL	56	5,657	50	199	248
Arkansas	16	1,691	12	55	63
Louisiana	6	1,746	5	46	98
Oklahoma	12	647	13	26	21
Texas	22	1,573	20	72	66
MOUNTAIN	11	1,167	7	49	58
Colorado	4	403	2	19	21
PACIFIC	17	5,523	14	72	154
California	14	5,448	12	69	152
Washington	3	75	2	3	2
MEATS AND MEAT PRODUCTS					
UNITED STATES	2,218	441,852	2,171	16,283	24,847
NEW ENGLAND	274	68,940	222	2,107	3,448
Connecticut	51	11,298	43	294	512
Maine	15	3,925	9	165	245
Massachusetts	173	43,956	141	1,388	2,300
Rhode Island	27	8,121	21	197	292
MIDDLE ATLANTIC	600	162,543	487	4,612	8,039
New Jersey	65	14,863	46	411	647
New York	375	120,508	302	3,018	5,751
Pennsylvania	160	27,172	139	1,183	1,641
EAST NORTH CENTRAL	572	103,293	543	4,292	6,450
Illinois	185	49,811	159	1,691	2,862
Indiana	36	2,135	44	145	133
Michigan	133	20,831	142	857	1,235
Ohio	177	23,539	168	1,185	1,633
Wisconsin	41	6,977	30	414	587
WEST NORTH CENTRAL	117	14,308	120	846	1,123
Iowa	11	653	14	46	50
Kansas	15	2,964	13	185	223
Minnesota	20	3,500	24	144	179
Missouri	60	6,251	56	435	621
SOUTH ATLANTIC	183	34,416	150	1,521	1,983
Delaware	4	372	4	13	23
District of Columbia	30	11,444	14	478	755
Florida	26	4,872	25	176	289
Georgia	21	2,825	23	151	148
Maryland	35	6,659	21	264	341
North Carolina	27	2,507	29	123	105
South Carolina	7	373	7	31	18
Virginia	25	4,552	21	212	236
West Virginia	8	812	6	73	68
EAST SOUTH CENTRAL	49	5,618	41	254	262
Alabama	7	1,481	9	60	70
Kentucky	17	1,873	11	77	75
Mississippi	4	301	2	25	17
Tennessee	21	1,963	19	92	100
(continued)					

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
MEATS AND MEAT PRODUCTS (continued)					
WEST SOUTH CENTRAL	98	$10,845	104	641	$682
Arkansas	13	1,701	12	69	77
Louisiana	19	4,871	18	289	310
Oklahoma	15	731	20	61	67
Texas	51	3,542	54	222	228
MOUNTAIN	48	4,777	48	307	350
Arizona	8	626	10	49	56
Colorado	19	1,379	19	102	106
Idaho	5	408	5	36	30
Montana	5	1,296	3	58	70
Utah	8	463	8	33	46
PACIFIC	277	37,112	456	1,703	2,510
California	199	30,114	379	1,327	1,997
Oregon	15	2,626	14	108	141
Washington	63	4,372	63	268	372
SOFT DRINKS					
UNITED STATES	429	20,815	333	1,636	2,150
NEW ENGLAND	26	1,883	18	98	128
Connecticut	4	80	4	5	5
Maine	5	242	3	18	18
Massachusetts	14	1,188	10	61	95
MIDDLE ATLANTIC	84	3,610	69	291	405
New Jersey	13	665	9	53	62
New York	38	1,877	28	132	190
Pennsylvania	33	1,068	32	106	153
EAST NORTH CENTRAL	98	3,820	88	384	513
Illinois	43	2,231	34	236	361
Indiana	8	178	8	17	19
Michigan	11	296	13	33	31
Ohio	25	872	21	83	86
Wisconsin	11	243	12	15	16
WEST NORTH CENTRAL	58	2,559	40	171	197
Kansas	13	410	7	37	44
Minnesota	19	861	17	37	41
Missouri	12	173	10	31	36
Nebraska	7	297	3	22	25
SOUTH ATLANTIC	47	2,105	31	211	233
Delaware	4	269	5	14	11
Florida	8	132	6	32	29
Georgia	11	206	10	24	20
Maryland	5	343	3	52	54
North Carolina	5	500	3	28	34
South Carolina	3	167	1	15	16
Virginia	7	520	2	35	60
West Virginia	4	168	1	11	9
EAST SOUTH CENTRAL	30	1,846	20	151	222
Alabama	12	1,098	9	83	140
Kentucky	5	225	5	21	24
Mississippi	5	173	2	14	14
Tennessee	8	350	4	33	44
WEST SOUTH CENTRAL	33	611	29	84	65
Arkansas	6	101	5	21	12
Louisiana	3	23	5	8	2
Oklahoma	8	213	7	13	13
Texas	16	274	12	42	38
MOUNTAIN	10	874	10	45	63
Colorado	4	432	4	20	28
PACIFIC	43	3,507	28	201	324
California	35	3,329	21	191	314

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* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations

KINDS OF BUSINESS IN DETAIL
TABLE 1-B.--NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Estab- lish- ments	Net sales (add 000)	Pro- prie- tors	Em- ploy- ees	Total pay roll* (add000)
GROCERIES AND FOODS (Specialty Lines) (continued)					
SUGAR					
UNITED STATES	126	$62,382	57	1,154	$1,702
NEW ENGLAND	5	326	5	8	10
MIDDLE ATLANTIC	22	10,280	12	163	266
New York	18	8,734	10	128	220
EAST NORTH CENTRAL	34	24,936	18	313	551
Illinois	7	13,568	5	72	222
Indiana	4	2,824	--	44	58
Ohio	14	6,894	5	148	214
WEST NORTH CENTRAL	15	7,051	5	71	133
Missouri	8	4,787	4	50	90
SOUTH ATLANTIC	31	11,052	2	420	501
Georgia	4	1,870	--	49	55
Maryland	4	2,884	1	160	227
North Carolina	6	2,082	--	63	65
South Carolina	4	1,209	--	33	31
Virginia	8	2,171	--	79	84
EAST SOUTH CENTRAL	6	x	x	x	x
Alabama	4	1,442	1	44	51
WEST SOUTH CENTRAL	8	3,007	8	72	97
Arkansas	3	699	3	16	14
MOUNTAIN	1	x	x	x	--
PACIFIC	4	3,119	4	29	46
California	4	3,119	4	29	46
OTHER FOOD AND GROCERY SPECIALTIES					
UNITED STATES	4,268	550,372	3,631	28,780	34,407
NEW ENGLAND	238	33,495	180	1,439	2,104
Connecticut	36	x	x	x	x
Maine	18	x	x	x	x
Massachusetts	149	x	x	x	x
New Hampshire	9	1,528	6	62	70
Rhode Island	22	x	x	x	x
Vermont	4	1,129	6	50	74
MIDDLE ATLANTIC	1,007	170,674	799	6,912	10,732
New Jersey	107	x	x	x	x
New York	633	122,973	477	4,553	7,625
Pennsylvania	267	x	x	x	x
EAST NORTH CENTRAL	862	84,460	737	4,982	6,203
Illinois	266	31,282	212	1,955	2,418
Indiana	67	4,071	62	234	246
Michigan	158	14,824	143	655	794
Ohio	300	29,119	267	1,834	2,378
Wisconsin	71	5,164	53	304	367
WEST NORTH CENTRAL	381	50,189	252	2,365	3,145
Iowa	49	4,525	43	236	288
Kansas	41	2,668	30	162	177
Minnesota	90	x	x	x	x
Missouri	164	24,219	111	1,200	1,682
Nebraska	17	1,407	12	79	97
North Dakota	15	4,244	4	152	210
South Dakota	5	x	--	x	x

(continued)

Kind of Business Division and State	Estab- lish- ments	Net sales (add 000)	Pro- prie- tors	Em- ploy- ees	Total pay roll* (add000)
OTHER FOOD AND GROCERY SPECIALTIES (continued)					
SOUTH ATLANTIC	556	$69,267	451	4,073	$3,858
Delaware	8	x	x	x	x
District of Columbia	21	3,311	16	178	267
Florida	88	9,078	68	467	584
Georgia	101	x	x	x	x
Maryland	71	6,968	70	395	487
North Carolina	127	15,148	110	611	602
South Carolina	45	x	x	x	x
Virginia	68	11,895	48	637	638
West Virginia	27	3,823	26	134	188
EAST SOUTH CENTRAL	188	19,586	157	1,192	1,231
Alabama	55	5,128	45	281	278
Kentucky	50	x	x	x	x
Mississippi	30	2,885	28	130	129
Tennessee	53	x	x	x	x
WEST SOUTH CENTRAL	383	38,704	345	4,406	2,223
Arkansas	38	x	x	x	x
Louisiana	68	8,042	58	431	426
Oklahoma	58	x	x	x	x
Texas	219	x	x	x	x
MOUNTAIN	128	14,803	105	444	587
Arizona	18	2,178	13	89	113
Colorado	29	x	x	x	x
Idaho	14	1,244	13	55	60
Montana	16	2,756	7	86	128
Nevada	5	x	x	x	x
New Mexico	15	1,043	10	33	32
Utah	21	683	16	48	58
Wyoming	10	386	12	11	14
PACIFIC	525	69,194	605	2,967	4,324
California	400	58,766	512	2,523	3,599
Oregon	35	3,620	19	153	299
Washington	90	6,808	74	291	426
HARDWARE					
HARDWARE (FULL LINE)					
UNITED STATES	610	387,020	137	27,387	41,214
NEW ENGLAND	37	14,194	10	1,190	1,708
Connecticut	3	810	2	49	68
Maine	12	3,807	--	341	496
Massachusetts	10	3,400	1	265	406
New Hampshire	3	2,579	4	242	313
MIDDLE ATLANTIC	154	55,067	64	4,379	6,624
New Jersey	15	4,439	5	278	435
New York	86	33,361	32	2,641	4,152
Pennsylvania	53	17,267	27	1,460	2,037
EAST NORTH CENTRAL	90	79,366	11	5,629	8,524
Illinois	23	19,247	2	1,435	1,713
Indiana	15	10,629	4	756	1,238
Michigan	20	13,324	3	905	1,363
Ohio	19	26,112	2	1,791	3,101
Wisconsin	13	10,054	--	742	1,109
WEST NORTH CENTRAL	44	65,458	2	5,253	7,344
Kansas	7	4,399	--	316	469
Minnesota	8	25,842	--	1,839	2,619
Missouri	16	28,672	--	2,588	3,596
SOUTH ATLANTIC	105	42,024	21	2,556	4,399
District of Columbia	4	2,508	2	130	291
Florida	10	x	x	x	x
Georgia	14	x	x	x	x
Maryland	9	1,755	10	116	181
North Carolina	18	6,408	2	288	521
South Carolina	10	x	--	x	x
Virginia	20	x	x	x	x
West Virginia	19	7,464	2	482	831

(continued)

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL
TABLE 1-B.--NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add 000)
HARDWARE (continued)					
HARDWARE (FULL LINE) (continued)					
EAST SOUTH CENTRAL	51	$32,942	9	2,166	$3,181
Alabama	17	x	x	x	x
Kentucky	13	x	x	x	x
Mississippi	9	x	x	x	x
Tennessee	12	10,692	--	604	991
WEST SOUTH CENTRAL	55	34,815	9	2,170	3,262
Louisiana	9	6,445	--	411	661
Texas	34	21,173	9	1,295	1,917
MOUNTAIN	25	17,167	1	999	1,495
Arizona	4	1,703	1	84	132
Idaho	5	3,102	--	180	227
Montana	6	3,551	--	174	265
PACIFIC	49	45,987	10	3,045	4,677
California	27	28,205	9	1,864	2,909
Oregon	7	4,899	1	285	399
Washington	15	12,883	--	896	1,369
HARDWARE (SPECIALTY LINES)					
UNITED STATES	519	41,229	317	3,354	4,964
NEW ENGLAND	38	1,938	20	211	296
Connecticut	8	285	3	31	48
Maine	4	421	1	35	44
Massachusetts	23	1,055	16	118	166
MIDDLE ATLANTIC	214	18,123	123	1,421	2,202
New Jersey	12	604	8	47	97
New York	163	14,479	92	1,025	1,653
Pennsylvania	39	3,040	23	349	452
EAST NORTH CENTRAL	110	7,675	65	568	843
Illinois	45	3,860	27	306	458
Indiana	7	191	5	22	28
Michigan	20	1,854	11	71	110
Ohio	26	983	18	96	138
Wisconsin	12	787	4	73	109
WEST NORTH CENTRAL	36	3,374	13	370	489
Kansas	6	481	2	50	48
Minnesota	9	625	4	94	114
Missouri	16	1,304	4	137	178
SOUTH ATLANTIC	33	x	x	x	x
District of Columbia	3	112	2	13	17
Maryland	12	826	10	64	71
North Carolina	6	1,379	7	96	131
West Virginia	5	649	1	52	65
EAST SOUTH CENTRAL	9	1,821	2	136	230
Tennessee	5	1,414	--	90	170
WEST SOUTH CENTRAL	14	1,322	14	79	116
Louisiana	3	229	1	20	32
Texas	8	831	12	38	44
MOUNTAIN	2	x	--	x	x
PACIFIC	63	3,625	53	301	453
California	49	2,939	45	243	362
Oregon	10	569	8	44	65
Washington	4	117	--	14	26

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add 000)
JEWELRY AND OPTICAL GOODS					
JEWELRY (FULL LINE)					
UNITED STATES	224	$42,107	174	2,031	$3,513
NEW ENGLAND	15	3,760	16	129	258
Massachusetts	11	2,979	12	105	220
MIDDLE ATLANTIC	104	13,359	96	589	1,044
New York	79	8,783	74	379	640
Pennsylvania	25	4,576	22	210	404
EAST NORTH CENTRAL	41	10,277	24	620	1,095
Illinois	18	6,500	10	389	685
Michigan	7	402	5	29	41
Ohio	13	2,819	8	173	312
WEST NORTH CENTRAL	16	2,103	3	164	255
Minnesota	7	874	3	54	87
Missouri	6	928	--	85	130
Nebraska	3	301	--	25	38
SOUTH ATLANTIC	9	5,152	8	102	210
Maryland	4	935	7	32	40
EAST SOUTH CENTRAL	2	x	x	x	x
WEST SOUTH CENTRAL	7	1,520	7	101	158
Louisiana	3	514	4	46	56
Texas	4	1,006	3	55	102
MOUNTAIN	3	x	x	x	x
PACIFIC	27	5,427	15	296	444
California	23	4,562	14	251	352
Washington	4	865	1	45	92
CLOCKS AND WATCHES					
UNITED STATES	160	29,198	110	1,044	2,542
NEW ENGLAND	6	118	2	17	21
MIDDLE ATLANTIC	119	24,507	91	825	2,138
New York	116	24,153	88	784	2,110
Pennsylvania	3	354	3	41	28
EAST NORTH CENTRAL	18	3,458	8	118	247
Illinois	15	3,009	8	97	219
WEST NORTH CENTRAL	3	x	x	x	x
SOUTH ATLANTIC	2	x	x	x	x
MOUNTAIN	1	x	--	x	x
PACIFIC	11	767	6	52	82
California	8	354	4	24	50
DIAMONDS AND OTHER PRECIOUS STONES					
UNITED STATES	274	27,732	280	568	1,272
NEW ENGLAND	8	x	x	x	x
Massachusetts	7	415	2	24	52
Rhode Island	1	x	--	x	x

(continued)

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* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL
TABLE 1-B.–NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

JEWELRY AND OPTICAL GOODS (continued)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
DIAMONDS AND OTHER PRECIOUS STONES (continued)					
MIDDLE ATLANTIC	224	$23,479	239	462	$978
New York	216	22,986	230	450	951
Pennsylvania	8	493	9	12	21
EAST NORTH CENTRAL	12	398	8	17	30
Illinois	5	46	4	2	2
Ohio	4	192	3	7	17
WEST NORTH CENTRAL	2	x	x	x	x
SOUTH ATLANTIC	1	x	--	x	x
WEST SOUTH CENTRAL	1	x	x	x	x
PACIFIC	26	2,632	29	47	87
California	26	2,632	29	47	87
OTHER JEWELRY SPECIALTIES					
UNITED STATES	758	53,834	611	3,098	5,354
NEW ENGLAND	48	2,468	47	174	285
Massachusetts	29	x	x	x	x
Rhode Island	17	1,425	15	88	168
MIDDLE ATLANTIC	502	33,570	410	1,861	3,437
New York	439	31,116	358	1,701	3,189
Pennsylvania	61	x	x	x	x
EAST NORTH CENTRAL	92	8,713	55	608	867
Illinois	53	6,850	29	454	649
Michigan	13	483	10	45	52
Ohio	19	x	x	x	x
Wisconsin	4	139	2	16	26
WEST NORTH CENTRAL	21	1,045	12	72	112
Missouri	15	886	8	55	91
SOUTH ATLANTIC	14	2,145	20	71	115
Maryland	9	1,987	15	57	95
WEST SOUTH CENTRAL	12	407	7	28	49
Texas	11	x	x	x	x
PACIFIC	69	5,486	60	284	489
California	58	4,771	52	237	418
Washington	10	x	x	x	x
OPTICAL GOODS					
UNITED STATES	385	27,814	125	4,364	6,504
NEW ENGLAND	28	1,638	13	235	320
Connecticut	3	124	--	17	21
Maine	4	143	3	22	32
Massachusetts	13	1,025	8	135	176
Rhode Island	5	208	1	44	60
MIDDLE ATLANTIC	106	7,757	55	1,104	1,734
New York	72	5,203	37	622	1,050
Pennsylvania	27	x	x	x	x
EAST NORTH CENTRAL	98	8,047	24	1,408	2,141
Illinois	25	2,977	4	451	745
Indiana	9	523	5	88	137
Michigan	23	1,485	5	371	494
Ohio	30	2,649	9	428	664
Wisconsin	11	413	1	70	101

(continued)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
OPTICAL GOODS (continued)					
WEST NORTH CENTRAL	54	$3,313	12	598	$815
Iowa	11	426	--	71	95
Minnesota	18	934	1	165	265
Missouri	11	1,010	7	209	257
North Dakota	5	222	--	33	47
SOUTH ATLANTIC	25	1,396	6	211	274
EAST SOUTH CENTRAL	11	x	x	x	x
Tennessee	5	278	2	44	65
WEST SOUTH CENTRAL	16	745	1	119	144
Texas	9	437	1	67	84
MOUNTAIN	15	x	x	x	x
PACIFIC	32	3,794	9	495	812
California	19	3,138	7	401	669
Oregon	5	257	1	35	50
Washington	8	399	1	59	93

LUMBER AND CONSTRUCTION MATERIALS

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
BUILDERS' SUPPLIES (FULL LINE)					
UNITED STATES	504	76,051	212	5,758	8,740
NEW ENGLAND	23	4,611	13	270	419
Connecticut	4	1,084	2	63	59
Massachusetts	11	1,674	6	66	138
Rhode Island	4	1,134	1	116	179
MIDDLE ATLANTIC	156	22,150	75	1,652	2,885
New Jersey	24	2,904	7	186	283
New York	79	12,976	31	980	1,901
Pennsylvania	53	6,270	37	486	701
EAST NORTH CENTRAL	102	17,229	36	1,366	2,073
Illinois	30	6,545	10	623	993
Indiana	6	579	7	62	114
Michigan	23	2,791	8	133	225
Ohio	39	6,932	9	526	699
Wisconsin	4	382	2	22	42
WEST NORTH CENTRAL	47	6,984	13	487	719
Iowa	8	1,134	5	89	136
Minnesota	15	2,928	2	133	221
Missouri	14	1,470	5	138	195
Nebraska	4	498	--	37	50
SOUTH ATLANTIC	54	7,645	30	683	918
District of Columbia	3	1,335	2	91	175
Florida	10	1,770	2	142	166
Georgia	5	534	15	43	43
Maryland	6	940	5	83	137
North Carolina	10	896	5	74	95
Virginia	5	856	--	109	127
West Virginia	10	721	1	97	97
EAST SOUTH CENTRAL	21	3,379	2	383	429
Alabama	4	578	1	39	41
Kentucky	6	675	1	103	105
Mississippi	3	177	--	34	30
Tennessee	8	1,949	--	207	253
WEST SOUTH CENTRAL	37	4,436	9	358	377
Texas	31	3,923	5	318	331
MOUNTAIN	12	2,452	3	137	204
Arizona	5	439	--	45	74
PACIFIC	52	7,165	31	422	716
California	36	5,245	27	243	459
Oregon	7	730	1	72	88
Washington	9	1,198	3	107	169

* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL
TABLE 1-B.--NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
LUMBER AND CONSTRUCTION MATERIALS (continued)					
LUMBER AND MILLWORK					
UNITED STATES	1,597	$339,092	701	15,170	$24,356
NEW ENGLAND	93	22,337	45	1,126	1,866
Connecticut	11	4,654	1	275	480
Maine	15	961	8	62	73
Massachusetts	46	14,590	19	661	1,146
New Hampshire	12	x	x	x	x
Vermont	5	440	4	35	42
MIDDLE ATLANTIC	343	72,116	127	3,517	6,331
New Jersey	25	14,867	1	454	945
New York	181	36,058	45	1,935	3,610
Pennsylvania	137	21,191	81	1,128	1,776
EAST NORTH CENTRAL	350	61,323	146	2,834	4,784
Illinois	106	23,738	39	893	1,705
Indiana	46	5,046	28	332	439
Michigan	52	10,242	24	416	671
Ohio	118	18,245	44	1,007	1,699
Wisconsin	28	4,052	11	186	270
WEST NORTH CENTRAL	159	45,924	59	1,655	2,633
Iowa	17	5,288	11	263	392
Kansas	22	4,595	6	216	364
Minnesota	35	18,072	15	380	766
Missouri	69	14,487	22	697	957
South Dakota	7	400	2	30	41
SOUTH ATLANTIC	217	32,489	103	1,833	2,303
Delaware	4	867	--	42	45
District of Columbia	10	4,169	4	268	321
Florida	28	5,106	9	294	348
Georgia	19	2,268	2	73	76
Maryland	34	5,609	18	312	482
North Carolina	48	5,718	38	278	331
South Carolina	18	2,325	7	105	131
Virginia	32	3,699	15	263	308
West Virginia	24	2,728	10	198	261
EAST SOUTH CENTRAL	132	21,370	89	1,218	1,532
Alabama	43	11,464	22	505	717
Kentucky	19	2,768	12	264	316
Mississippi	16	1,217	15	105	80
Tennessee	54	5,921	40	344	419
WEST SOUTH CENTRAL	98	19,043	41	795	1,022
Arkansas	17	2,875	8	168	162
Louisiana	20	6,254	9	142	213
Oklahoma	20	2,663	5	191	187
Texas	41	7,251	19	294	460
MOUNTAIN	26	7,189	4	283	453
Colorado	8	1,394	2	46	86
Utah	9	4,187	--	177	268
PACIFIC	179	57,301	87	1,909	3,432
California	102	30,382	51	1,380	2,396
Oregon	37	7,796	17	183	358
Washington	40	19,123	19	346	678
BRICK, TILE AND TERRA COTTA					
UNITED STATES	119	8,732	48	597	943
NEW ENGLAND	4	x	x	x	x
MIDDLE ATLANTIC	49	4,716	11	263	479
New Jersey	6	521	--	24	71
New York	37	3,886	9	219	369
Pennsylvania	6	309	2	20	39
(continued)					
BRICK, TILE AND TERRA COTTA (continued)					
EAST NORTH CENTRAL	28	$2,183	9	145	$256
Illinois	12	1,023	2	66	135
Indiana	4	209	1	26	33
Michigan	4	483	3	24	44
WEST NORTH CENTRAL	8	391	7	45	57
Missouri	4	255	2	31	41
SOUTH ATLANTIC	8	466	4	38	42
EAST SOUTH CENTRAL	2	x	x	x	x
WEST SOUTH CENTRAL	10	323	8	34	26
Texas	8	x	x	x	x
PACIFIC	10	255	7	26	35
California	7	168	5	20	23
CEMENT, LIME AND PLASTER					
UNITED STATES	130	18,956	54	1,220	1,757
NEW ENGLAND	6	642	3	44	62
MIDDLE ATLANTIC	49	7,007	19	443	732
New York	40	6,396	14	395	669
Pennsylvania	7	x	x	x	x
EAST NORTH CENTRAL	16	768	5	65	81
Illinois	5	184	2	21	30
Indiana	3	210	--	19	23
Wisconsin	4	169	--	9	13
WEST NORTH CENTRAL	10	1,361	4	135	160
Minnesota	4	770	3	36	54
Missouri	6	591	1	99	106
SOUTH ATLANTIC	17	2,069	8	161	172
Florida	4	942	1	68	78
Maryland	5	270	3	24	29
North Carolina	3	228	3	13	9
EAST SOUTH CENTRAL	5	2,688	4	117	187
WEST SOUTH CENTRAL	4	477	--	91	106
MOUNTAIN	8	1,079	3	51	74
Colorado	5	852	2	31	48
PACIFIC	15	2,865	8	113	183
California	10	2,497	8	77	129
GLASS					
UNITED STATES	262	21,638	154	2,707	4,080
NEW ENGLAND	12	891	9	127	194
Massachusetts	8	667	8	103	153
MIDDLE ATLANTIC	79	7,147	34	747	1,083
New Jersey	10	928	5	44	66
New York	58	4,075	25	459	674
Pennsylvania	11	2,144	4	244	343
EAST NORTH CENTRAL	63	5,505	33	667	1,061
Illinois	21	1,387	15	182	261
Indiana	9	655	2	106	137
Michigan	13	1,384	6	151	251
Ohio	16	1,103	8	166	262
Wisconsin	4	976	2	62	150
(continued)					

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL

TABLE 1-B.--NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
LUMBER AND CONSTRUCTION MATERIALS (continued)					
GLASS (continued)					
WEST NORTH CENTRAL	18	$2,137	8	314	$558
Missouri	8	871	2	141	241
SOUTH ATLANTIC	20	1,355	14	218	251
Florida	9	571	5	122	128
Maryland	3	87	2	18	21
West Virginia	3	72	2	14	17
EAST SOUTH CENTRAL	6	x	x	x	x
WEST SOUTH CENTRAL	11	1,003	4	159	191
Oklahoma	3	192	2	25	33
Texas	5	656	1	99	120
MOUNTAIN	5	x	x	x	x
PACIFIC	48	2,759	43	376	615
California	41	2,211	39	299	478
SAND, GRAVEL AND CRUSHED STONE					
UNITED STATES	110	10,257	50	952	1,434
NEW ENGLAND	4	643	4	51	79
MIDDLE ATLANTIC	20	3,447	3	247	483
New York	11	2,049	--	146	276
Pennsylvania	7	x	x	x	x
EAST NORTH CENTRAL	37	2,292	12	240	338
Illinois	10	661	1	68	122
Indiana	5	229	3	41	53
Ohio	16	1,112	6	101	116
WEST NORTH CENTRAL	9	560	3	72	117
SOUTH ATLANTIC	9	899	4	126	145
Florida	5	648	--	65	66
EAST SOUTH CENTRAL	8	1,007	3	89	114
Kentucky	5	733	2	48	69
Tennessee	3	274	1	41	45
WEST SOUTH CENTRAL	9	892	6	58	82
Oklahoma	3	27	3	6	1
Texas	3	181	3	4	7
PACIFIC	14	517	15	69	76
California	10	346	10	34	40
ALL OTHER					
UNITED STATES	95	17,131	32	861	1,503
NEW ENGLAND	5	x	x	x	x
MIDDLE ATLANTIC	34	4,176	5	291	528
New York	24	3,064	1	223	405
Pennsylvania	9	x	x	x	x
EAST NORTH CENTRAL	24	10,577	6	368	736
Illinois	10	7,678	1	255	511
Ohio	10	2,804	2	101	212
WEST NORTH CENTRAL	7	262	1	51	61
Missouri	6	x	x	x	x
(continued)					

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
ALL OTHER (continued)					
SOUTH ATLANTIC	7	$537	5	39	$44
EAST SOUTH CENTRAL	1	x	x	x	x
WEST SOUTH CENTRAL	6	447	1	59	56
Arkansas	3	339	1	43	37
MOUNTAIN	1	x	x	--	--
PACIFIC	10	751	4	42	59
California	5	153	3	17	17
MACHINERY, EQUIPMENT AND SUPPLIES					
COMMERCIAL MACHINERY, EQUIPMENT AND SUPPLIES					
Office (except furniture)					
UNITED STATES	194	14,308	131	1,656	2,472
NEW ENGLAND	12	x	x	x	x
MIDDLE ATLANTIC	50	3,788	35	396	594
New York	44	3,560	30	348	535
EAST NORTH CENTRAL	57	5,728	39	698	1,086
Illinois	26	x	x	x	x
Michigan	9	766	7	55	79
Ohio	14	873	10	99	141
Wisconsin	6	496	4	52	99
WEST NORTH CENTRAL	13	918	10	101	160
SOUTH ATLANTIC	14	884	7	129	157
EAST SOUTH CENTRAL	4	x	x	x	x
WEST SOUTH CENTRAL	12	416	12	54	68
Texas	7	194	7	22	27
MOUNTAIN	3	x	x	x	x
PACIFIC	29	1,581	17	158	249
California	26	x	x	x	x
COMMERCIAL MACHINERY, EQUIPMENT AND SUPPLIES					
Store, Restaurant and Hotel					
UNITED STATES	673	44,860	464	4,443	6,738
NEW ENGLAND	41	1,887	29	182	309
Connecticut	8	x	x	x	x
Massachusetts	29	1,402	21	127	226
MIDDLE ATLANTIC	257	15,191	180	1,362	2,197
New Jersey	21	808	15	100	164
New York	173	11,653	108	972	1,605
Pennsylvania	63	2,730	57	290	428
EAST NORTH CENTRAL	154	12,413	107	1,310	1,932
Illinois	45	5,783	39	547	899
Indiana	15	1,496	9	254	357
Michigan	28	1,860	17	169	231
Ohio	53	2,718	34	285	354
Wisconsin	13	556	8	55	91
WEST NORTH CENTRAL	43	2,135	31	256	366
Minnesota	8	784	6	60	93
Missouri	19	832	15	107	125
(continued)					

* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations.

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL

TABLE 1-B.--NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
MACHINERY, EQUIPMENT AND SUPPLIES (continued)					
COMMERCIAL MACHINERY, EQUIPMENT AND SUPPLIES (continued)					
Store, Restaurant and Hotel (continued)					
SOUTH ATLANTIC	40	$3,204	27	320	$542
Florida	10	333	8	35	63
Georgia	5	390	2	40	54
Maryland	11	531	7	72	114
EAST SOUTH CENTRAL	20	1,116	14	148	184
WEST SOUTH CENTRAL	40	2,711	27	291	391
Texas	23	1,558	17	192	258
MOUNTAIN	6	240	2	24	37
PACIFIC	72	5,963	47	550	780
California	53	5,184	36	461	653
COMMERCIAL MACHINERY, EQUIPMENT AND SUPPLIES					
All Other					
UNITED STATES	68	5,195	39	402	656
NEW ENGLAND	2	x	--	x	x
MIDDLE ATLANTIC	25	2,799	12	204	371
New York	17	2,154	5	146	269
EAST NORTH CENTRAL	16	729	10	69	101
Michigan	4	305	--	30	51
Ohio	6	109	5	14	17
Wisconsin	3	245	3	13	21
WEST NORTH CENTRAL	3	69	3	4	3
SOUTH ATLANTIC	5	281	2	28	38
EAST SOUTH CENTRAL	1	x	x	x	x
WEST SOUTH CENTRAL	4	321	4	34	31
Texas	4	321	4	34	31
MOUNTAIN	3	x	--	x	x
PACIFIC	9	647	7	35	68
FARM AND DAIRY MACHINERY AND EQUIPMENT					
UNITED STATES	336	45,250	181	2,818	4,327
NEW ENGLAND	19	1,213	10	101	161
Connecticut	4	293	2	13	35
Maine	7	487	1	46	70
Massachusetts	5	335	6	29	41
MIDDLE ATLANTIC	47	3,216	33	228	331
New Jersey	5	306	6	18	25
New York	30	2,118	20	149	207
Pennsylvania	12	792	7	61	99
EAST NORTH CENTRAL	68	6,496	38	472	694
Illinois	15	1,479	8	85	138
Indiana	14	1,115	9	81	96
Michigan	14	1,809	9	177	245
Ohio	12	1,074	7	60	112
Wisconsin	13	1,019	5	69	103
WEST NORTH CENTRAL	63	15,206	32	772	1,228
Iowa	14	1,327	7	108	137
Kansas	5	320	5	14	22
Minnesota	18	10,541	8	460	754
Missouri	11	1,555	6	96	154
Nebraska	9	1,343	1	79	150
(continued)					

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
FARM AND DAIRY MACHINERY AND EQUIPMENT (continued)					
SOUTH ATLANTIC	26	$3,289	17	236	$325
Florida	5	369	3	33	46
Maryland	5	1,179	3	91	115
North Carolina	5	663	3	40	53
Virginia	3	328	1	22	30
EAST SOUTH CENTRAL	17	3,155	9	194	286
Alabama	7	1,522	5	106	150
Kentucky	4	814	1	30	60
WEST SOUTH CENTRAL	28	3,339	16	231	351
Louisiana	4	579	3	36	51
Texas	21	2,468	13	180	271
MOUNTAIN	10	1,396	3	71	111
Colorado	4	374	2	24	41
PACIFIC	58	7,940	23	513	840
California	33	4,825	16	311	553
Oregon	8	1,117	3	86	138
Washington	17	1,998	4	116	149
INDUSTRIAL EQUIPMENT AND SUPPLIES					
Industrial (full line)					
UNITED STATES	189	79,828	20	5,282	8,800
NEW ENGLAND	15	3,821	--	254	516
Connecticut	6	1,767	--	109	193
Massachusetts	9	2,054	--	145	323
MIDDLE ATLANTIC	29	8,818	3	660	1,161
New Jersey	4	450	--	37	78
New York	14	2,816	2	188	379
Pennsylvania	11	5,552	1	435	704
EAST NORTH CENTRAL	36	19,675	2	1,341	2,212
Illinois	3	2,997	--	225	317
Indiana	9	3,810	--	256	382
Michigan	7	2,513	2	126	218
Ohio	13	8,563	--	558	994
Wisconsin	4	1,792	--	176	301
WEST NORTH CENTRAL	7	1,807	--	122	217
Missouri	3	1,011	--	72	120
SOUTH ATLANTIC	39	13,895	7	765	1,411
Florida	6	2,371	--	131	219
North Carolina	8	1,387	1	86	166
South Carolina	4	1,234	--	81	125
Virginia	5	2,630	--	126	278
West Virginia	11	5,709	--	293	567
EAST SOUTH CENTRAL	20	8,591	5	583	839
Kentucky	5	1,376	3	68	129
Tennessee	9	3,804	--	260	406
WEST SOUTH CENTRAL	24	13,011	1	934	1,411
Louisiana	8	6,461	--	491	732
Texas	8	4,543	--	325	463
MOUNTAIN	5	2,384	--	147	229
PACIFIC	14	7,826	2	476	804
California	9	6,849	2	412	708

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* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL
TABLE 1-B.-NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
MACHINERY, EQUIPMENT AND SUPPLIES (continued)					
INDUSTRIAL EQUIPMENT AND SUPPLIES					
Belting, Hose and Packing					
UNITED STATES	168	$12,281	66	959	$1,779
NEW ENGLAND	15	711	4	81	134
Massachusetts	13	x	x	x	x
MIDDLE ATLANTIC	55	3,390	27	287	574
New Jersey	4	578	2	35	79
New York	36	1,699	19	167	284
Pennsylvania	15	1,113	6	85	211
EAST NORTH CENTRAL	39	3,664	7	234	405
Illinois	7	319	3	27	49
Michigan	5	805	—	49	79
Ohio	17	x	x	x	x
Wisconsin	8	328	2	31	63
WEST NORTH CENTRAL	9	859	6	67	158
Missouri	6	809	3	64	154
SOUTH ATLANTIC	4	x	—	x	x
EAST SOUTH CENTRAL	2	x	x	x	x
WEST SOUTH CENTRAL	11	857	4	63	120
Louisiana	2	x	x	x	x
Oklahoma	2	x	—	x	x
Texas	7	281	2	27	39
MOUNTAIN	3	139	—	18	29
Colorado	3	139	—	18	29
PACIFIC	30	2,456	16	179	317
California	17	1,523	9	119	212
Oregon	5	553	5	30	56
Washington	8	380	2	30	49
INDUSTRIAL EQUIPMENT AND SUPPLIES					
Power Transmission Equipment					
UNITED STATES	66	6,778	21	530	918
NEW ENGLAND	6	540	2	51	91
MIDDLE ATLANTIC	20	2,513	6	223	400
New York	13	1,146	2	71	161
EAST NORTH CENTRAL	20	2,575	4	167	278
Illinois	7	971	1	95	134
Michigan	4	1,198	1	32	88
WEST NORTH CENTRAL	5	x	x	x	x
Minnesota	3	214	1	24	40
SOUTH ATLANTIC	1	x	—	x	x
EAST SOUTH CENTRAL	2	x	x	x	x
WEST SOUTH CENTRAL	2	x	x	x	x
MOUNTAIN	1	x	—	x	x
PACIFIC	9	406	5	25	40
California	6	196	3	14	27
Washington	3	210	2	11	13
INDUSTRIAL EQUIPMENT AND SUPPLIES					
Rope, Cordage and Twine					
UNITED STATES	56	$14,087	33	465	$952
NEW ENGLAND	4	649	1	16	46
MIDDLE ATLANTIC	34	8,335	17	284	537
New York	24	5,266	10	182	330
Pennsylvania	9	x	x	x	x
EAST NORTH CENTRAL	8	3,255	3	121	264
WEST NORTH CENTRAL	3	608	7	10	19
SOUTH ATLANTIC	3	x	x	x	x
WEST SOUTH CENTRAL	1	x	x	x	x
PACIFIC	3	582	1	14	46
California	3	582	1	14	46
INDUSTRIAL EQUIPMENT AND SUPPLIES					
All Other					
UNITED STATES	1,028	102,508	552	7,248	12,240
NEW ENGLAND	92	8,453	41	628	1,055
Connecticut	14	x	x	x	x
Massachusetts	58	5,928	24	445	728
Rhode Island	14	x	x	x	x
MIDDLE ATLANTIC	330	31,912	187	2,206	3,853
New Jersey	30	1,524	18	114	180
New York	224	22,624	118	1,555	2,801
Pennsylvania	76	7,764	51	537	872
EAST NORTH CENTRAL	265	29,277	144	1,985	3,466
Illinois	80	x	x	x	x
Indiana	17	x	x	x	x
Michigan	57	x	x	x	x
Ohio	87	5,257	56	460	729
Wisconsin	24	2,225	9	139	274
WEST NORTH CENTRAL	76	x	x	x	x
Iowa	11	x	x	x	x
Kansas	4	212	1	19	31
Minnesota	17	1,056	11	67	107
Missouri	40	x	x	x	x
SOUTH ATLANTIC	66	8,669	30	628	1,055
Florida	9	859	4	81	121
Georgia	8	1,163	4	88	181
Maryland	19	2,542	10	216	548
North Carolina	9	x	x	x	x
South Carolina	7	1,106	2	65	104
Virginia	10	x	x	x	x
EAST SOUTH CENTRAL	31	2,995	13	227	360
Kentucky	9	1,160	5	92	148
Tennessee	10	1,177	3	92	147
WEST SOUTH CENTRAL	36	2,942	14	245	317
Louisiana	10	669	3	94	129
Oklahoma	9	735	3	54	61
Texas	16	x	x	x	x
MOUNTAIN	10	x	x	x	x
PACIFIC	122	10,898	72	733	1,204
California	86	8,523	56	565	918
Washington	24	x	x	x	x

* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL
TABLE 1-B.--NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
MACHINERY, EQUIPMENT AND SUPPLIES (continued)					
INDUSTRIAL MACHINERY					
Construction (including road building)					
UNITED STATES	277	$53,831	87	3,027	$5,358
NEW ENGLAND	23	2,132	6	162	306
Connecticut	6	635	--	41	84
Massachusetts	12	1,165	6	101	189
MIDDLE ATLANTIC	54	5,140	16	716	845
New Jersey	6	522	--	36	80
New York	35	4,206	11	627	689
Pennsylvania	13	412	5	53	76
EAST NORTH CENTRAL	38	4,212	13	261	455
Illinois	6	352	3	25	35
Indiana	5	442	2	23	46
Michigan	12	1,133	5	67	140
Ohio	8	539	3	55	76
Wisconsin	7	1,746	--	91	158
WEST NORTH CENTRAL	40	8,762	17	424	848
Iowa	4	751	5	25	48
Kansas	4	528	1	33	45
Minnesota	11	3,406	5	126	325
Missouri	16	2,010	6	149	278
SOUTH ATLANTIC	27	5,781	7	303	540
Georgia	5	1,810	1	104	165
Virginia	7	1,168	3	43	77
West Virginia	5	1,039	1	56	125
EAST SOUTH CENTRAL	11	4,274	2	170	339
Tennessee	7	2,052	2	90	173
WEST SOUTH CENTRAL	24	6,350	8	309	583
Oklahoma	6	880	2	60	118
Texas	14	3,680	6	174	280
MOUNTAIN	13	4,866	2	142	324
Colorado	3	2,119	--	62	152
Montana	5	1,606	--	51	119
PACIFIC	47	12,314	16	540	1,118
California	20	5,060	13	260	589
Oregon	7	3,423	1	96	192
Washington	20	3,831	2	184	337
INDUSTRIAL MACHINERY					
Machine Tools					
UNITED STATES	79	10,689	41	603	1,091
NEW ENGLAND	5	829	2	22	53
MIDDLE ATLANTIC	21	1,955	7	153	258
New Jersey	3	103	1	12	19
New York	10	936	1	62	132
Pennsylvania	8	916	5	79	107
EAST NORTH CENTRAL	28	4,566	16	205	394
Illinois	13	2,337	8	120	233
Ohio	8	826	5	42	71
WEST NORTH CENTRAL	8	572	4	51	80
Missouri	5	177	2	19	23
SOUTH ATLANTIC	2	x	x	x	x
WEST SOUTH CENTRAL	3	569	2	32	54
(continued)					

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
Machine Tools (continued)					
MOUNTAIN	2	x	x	x	x
PACIFIC	10	$1,758	6	102	$190
California	7	1,587	5	91	174
Washington	3	171	1	11	16
INDUSTRIAL MACHINERY					
Mining and Quarrying					
UNITED STATES	87	11,184	37	717	1,210
NEW ENGLAND	2	x	x	x	x
MIDDLE ATLANTIC	9	2,168	2	144	247
EAST NORTH CENTRAL	8	1,010	3	73	143
Indiana	3	349	2	22	36
WEST NORTH CENTRAL	9	1,436	2	114	137
Missouri	4	762	--	70	88
SOUTH ATLANTIC	8	1,978	1	113	179
EAST SOUTH CENTRAL	1	x	x	x	x
WEST SOUTH CENTRAL	5	424	3	31	41
MOUNTAIN	18	1,926	7	79	164
Arizona	3	835	--	37	78
Colorado	6	853	3	20	47
Montana	3	110	1	10	15
Nevada	3	21	2	5	4
PACIFIC	27	1,861	17	142	263
California	25	x	x	x	x
INDUSTRIAL MACHINERY					
Oil Well and Oil Refining					
UNITED STATES	759	152,273	157	4,650	8,163
NEW ENGLAND	1	x	--	x	x
MIDDLE ATLANTIC	44	10,338	12	449	730
New York	13	5,123	3	174	248
Pennsylvania	31	5,215	9	275	482
EAST NORTH CENTRAL	42	4,612	10	244	322
Illinois	5	480	1	17	25
Michigan	12	2,821	1	80	109
Ohio	22	1,289	6	141	183
WEST NORTH CENTRAL	57	8,178	4	195	339
Kansas	57	8,178	4	195	339
SOUTH ATLANTIC	15	1,994	2	70	150
West Virginia	13	x	x	x	x
EAST SOUTH CENTRAL	12	x	--	x	x
WEST SOUTH CENTRAL	428	94,423	72	2,508	4,409
Arkansas	6	571	--	14	24
Louisiana	45	7,222	5	276	419
Oklahoma	138	28,617	25	889	1,513
Texas	239	58,013	42	1,329	2,453
MOUNTAIN	20	4,526	5	65	112
Montana	6	814	2	23	40
PACIFIC	140	27,330	52	1,041	2,023
California	140	27,330	52	1,041	2,023

* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL
TABLE 1-B.–NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
MACHINERY, EQUIPMENT AND SUPPLIES (continued)					
INDUSTRIAL MACHINERY					
Power Plant					
UNITED STATES	65	$5,806	40	444	$799
NEW ENGLAND	5	294	1	27	47
MIDDLE ATLANTIC	20	1,614	14	122	216
New York	13	1,206	9	58	138
EAST NORTH CENTRAL	14	1,459	4	105	265
Illinois	7	879	--	60	136
Michigan	3	451	1	34	112
WEST NORTH CENTRAL	5	743	3	59	89
Missouri	5	743	3	59	89
SOUTH ATLANTIC	4	461	1	40	61
EAST SOUTH CENTRAL	2	x	x	x	x
WEST SOUTH CENTRAL	6	574	7	29	35
MOUNTAIN	1	x	--	x	x
PACIFIC	8	552	7	35	59
California	5	344	4	24	38
INDUSTRIAL MACHINERY					
Textile					
UNITED STATES	48	5,149	20	453	862
NEW ENGLAND	7	913	3	66	124
Massachusetts	7	913	3	66	124
MIDDLE ATLANTIC	30	2,881	14	238	492
New Jersey	7	320	3	29	43
New York	14	1,622	7	91	260
Pennsylvania	9	939	4	118	189
EAST NORTH CENTRAL	5	x	x	x	x
Illinois	3	1,033	2	108	168
WEST NORTH CENTRAL	2	x	--	x	x
SOUTH ATLANTIC	3	144	1	11	20
North Carolina	3	144	1	11	20
PACIFIC	1	x	--	--	--
INDUSTRIAL MACHINERY					
Used Machinery and Equipment					
UNITED STATES	192	11,851	143	1,235	1,821
NEW ENGLAND	18	1,829	10	179	252
Connecticut	5	1,214	2	121	175
Massachusetts	9	470	6	40	50
MIDDLE ATLANTIC	77	4,739	52	432	668
New Jersey	6	420	6	37	60
New York	52	3,253	31	286	443
Pennsylvania	19	1,066	15	109	165
EAST NORTH CENTRAL	43	3,230	30	316	535
Illinois	19	1,919	13	185	309
Michigan	10	798	5	61	122
Ohio	9	327	10	41	57
(continued)					

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
Used Machinery and Equipment (continued)					
WEST NORTH CENTRAL	4	$51	5	3	$3
Missouri	4	51	5	3	3
SOUTH ATLANTIC	11	472	7	73	77
North Carolina	3	117	1	35	34
EAST SOUTH CENTRAL	5	323	2	74	82
WEST SOUTH CENTRAL	5	141	6	11	8
MOUNTAIN	10	559	8	96	131
Colorado	4	323	2	63	96
PACIFIC	19	507	23	51	65
California	18	x	x	x	x
INDUSTRIAL MACHINERY					
All other					
UNITED STATES	354	24,292	205	2,143	3,728
NEW ENGLAND	24	1,231	17	106	192
Massachusetts	20	960	17	79	134
MIDDLE ATLANTIC	115	10,019	62	758	1,350
New York	86	x	x	x	x
Pennsylvania	21	2,348	13	170	253
EAST NORTH CENTRAL	82	x	x	x	x
Illinois	32	x	x	x	x
Indiana	5	538	1	44	85
Michigan	12	824	4	68	128
Ohio	20	x	x	x	x
Wisconsin	13	511	8	64	107
WEST NORTH CENTRAL	30	x	x	x	x
Kansas	4	81	4	4	2
Missouri	13	x	x	x	x
SOUTH ATLANTIC	10	x	x	x	x
Maryland	5	102	6	18	16
EAST SOUTH CENTRAL	5	394	3	41	76
WEST SOUTH CENTRAL	18	611	14	73	92
Oklahoma	3	62	2	10	9
Texas	12	376	9	49	50
MOUNTAIN	5	407	1	24	62
PACIFIC	65	x	x	x	x
California	46	2,382	30	187	321
Oregon	11	x	x	x	x
Washington	8	392	3	65	82
PROFESSIONAL EQUIPMENT AND SUPPLIES					
Dental					
UNITED STATES	256	23,202	110	2,416	4,120
NEW ENGLAND	19	2,150	6	241	430
Connecticut	5	353	--	44	84
Massachusetts	12	x	x	x	x
MIDDLE ATLANTIC	69	4,993	37	523	804
New York	46	3,245	24	332	530
Pennsylvania	14	x	x	x	x
(continued)					

* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL
TABLE 1-B.–NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
MACHINERY, EQUIPMENT AND SUPPLIES (continued)					
PROFESSIONAL EQUIPMENT AND SUPPLIES (continued)					
Dental (continued)					
EAST NORTH CENTRAL	48	$3,666	21	413	$690
Illinois	12	1,177	6	142	215
Indiana	8	507	6	62	92
Michigan	9	755	4	61	119
Ohio	14	680	4	90	119
Wisconsin	5	547	1	58	145
WEST NORTH CENTRAL	27	3,337	9	353	714
Iowa	8	537	3	45	105
Minnesota	6	690	1	74	175
Missouri	7	1,301	1	144	265
Nebraska	3	415	1	56	96
SOUTH ATLANTIC	16	1,339	9	128	218
EAST SOUTH CENTRAL	12	1,312	5	128	199
Tennessee	6	585	4	69	95
WEST SOUTH CENTRAL	17	1,705	5	180	301
Oklahoma	3	327	1	37	105
Texas	10	x	x	x	x
MOUNTAIN	8	697	1	57	108
PACIFIC	40	4,003	17	393	656
California	29	2,863	13	287	416
Oregon	4	455	1	44	112
Washington	7	685	3	62	128
PROFESSIONAL EQUIPMENT AND SUPPLIES					
Surgical, Medical and Hospital					
UNITED STATES	203	26,033	78	2,313	4,286
NEW ENGLAND	9	1,775	2	142	236
Massachusetts	9	1,775	2	142	236
MIDDLE ATLANTIC	85	8,950	35	679	1,339
New Jersey	8	371	2	36	67
New York	59	6,094	23	480	999
Pennsylvania	18	2,485	10	163	273
EAST NORTH CENTRAL	37	7,784	10	778	1,338
Illinois	15	3,572	5	369	640
Michigan	6	554	2	44	92
Ohio	12	2,391	3	217	409
WEST NORTH CENTRAL	21	3,452	11	348	690
Iowa	3	236	1	18	36
Minnesota	6	1,008	3	96	212
Missouri	6	1,935	4	206	398
SOUTH ATLANTIC	14	1,382	8	110	210
Georgia	3	431	4	30	49
North Carolina	5	359	2	29	60
EAST SOUTH CENTRAL	4	411	1	35	82
WEST SOUTH CENTRAL	3	297	--	25	48
MOUNTAIN	4	227	1	26	38
Colorado	4	227	1	26	38
PACIFIC	26	1,755	10	170	305
California	17	1,184	9	121	205
Oregon	4	x	x	x	x
Washington	5	x	--	x	x

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
PROFESSIONAL EQUIPMENT AND SUPPLIES					
All Other					
UNITED STATES	252	$30,121	139	2,553	$3,999
NEW ENGLAND	11	1,541	4	159	257
MIDDLE ATLANTIC	95	10,845	56	928	1,499
New York	76	7,045	43	607	962
Pennsylvania	18	x	x	x	x
EAST NORTH CENTRAL	60	10,435	32	850	1,338
Illinois	32	7,985	13	595	1,010
Michigan	6	275	4	35	53
Ohio	12	1,003	8	101	135
WEST NORTH CENTRAL	25	1,642	14	154	179
Iowa	6	126	5	13	13
Minnesota	3	109	3	5	4
Missouri	11	724	5	80	95
SOUTH ATLANTIC	9	437	2	42	63
EAST SOUTH CENTRAL	6	410	5	41	49
WEST SOUTH CENTRAL	12	1,342	5	106	204
MOUNTAIN	8	661	5	47	65
PACIFIC	26	2,808	16	226	345
California	21	2,288	13	198	300
SERVICE EQUIPMENT AND SUPPLIES					
Barber and Beauty Parlor					
UNITED STATES	645	38,348	470	4,495	6,733
NEW ENGLAND	40	2,632	28	275	431
Connecticut	11	666	8	58	81
Massachusetts	21	1,648	14	189	313
Rhode Island	3	59	4	8	5
MIDDLE ATLANTIC	173	11,822	137	1,234	2,014
New Jersey	17	1,135	13	134	221
New York	100	8,221	84	776	1,314
Pennsylvania	56	2,466	40	324	479
EAST NORTH CENTRAL	133	6,639	93	837	1,142
Illinois	33	2,515	20	318	439
Indiana	25	614	18	80	98
Michigan	18	1,256	12	115	176
Ohio	44	1,730	36	264	345
Wisconsin	13	524	7	60	84
WEST NORTH CENTRAL	58	4,759	42	573	799
Iowa	11	524	8	65	94
Minnesota	11	1,053	4	196	277
Missouri	17	2,216	11	196	295
Nebraska	7	503	6	63	73
SOUTH ATLANTIC	72	3,075	45	357	548
District of Columbia	5	529	2	44	84
Florida	7	185	5	28	36
Georgia	13	525	8	67	92
Maryland	12	384	9	52	67
North Carolina	17	484	12	50	91
Virginia	10	457	5	63	83
West Virginia	4	221	3	22	40
EAST SOUTH CENTRAL	25	1,334	19	157	241
Kentucky	4	270	2	32	56
Tennessee	10	627	7	77	122

(continued)

* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL
TABLE 1-B.--NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
MACHINERY, EQUIPMENT AND SUPPLIES (continued)					
SERVICE EQUIPMENT AND SUPPLIES (continued)					
Barber and Beauty Parlor (continued)					
WEST SOUTH CENTRAL	69	$2,710	46	379	$429
Arkansas	4	192	3	27	36
Louisiana	9	289	3	62	42
Oklahoma	18	684	12	95	104
Texas	38	1,545	28	195	247
MOUNTAIN	20	1,131	19	149	206
Colorado	10	613	10	89	122
Utah	4	329	1	45	64
PACIFIC	55	4,246	41	534	923
California	37	3,269	30	408	703
Oregon	8	322	7	39	64
Washington	10	655	4	87	156
SERVICE EQUIPMENT AND SUPPLIES					
Laundry					
UNITED STATES	138	21,768	35	1,276	2,581
NEW ENGLAND	10	1,218	4	103	190
Massachusetts	8	x	x	x	x
MIDDLE ATLANTIC	31	5,868	14	325	709
New York	22	4,659	9	254	551
Pennsylvania	9	1,209	5	71	158
EAST NORTH CENTRAL	32	5,239	5	307	652
Illinois	10	1,798	2	109	225
Indiana	3	240	--	17	33
Ohio	11	2,023	1	116	241
WEST NORTH CENTRAL	13	1,371	2	82	168
Minnesota	3	333	--	18	44
Missouri	7	711	2	46	87
SOUTH ATLANTIC	10	2,019	2	102	212
Georgia	3	508	1	25	55
Maryland	4	735	1	44	81
EAST SOUTH CENTRAL	5	516	--	36	66
WEST SOUTH CENTRAL	9	1,092	--	75	113
Texas	6	414	--	29	47
MOUNTAIN	6	372	3	26	39
Colorado	3	192	2	14	21
PACIFIC	22	4,073	5	220	432
California	12	x	x	x	x
Washington	8	1,067	1	63	119
SERVICE EQUIPMENT AND SUPPLIES					
Upholsterers'					
UNITED STATES	200	25,636	101	1,746	3,033
NEW ENGLAND	17	1,296	6	109	169
Massachusetts	17	1,296	6	109	169
MIDDLE ATLANTIC	111	15,652	54	1,032	1,970
New Jersey	3	293	2	19	22
New York	90	13,384	39	873	1,757
Pennsylvania	18	1,975	13	140	191
(continued)					
Upholsterers' (continued)					
EAST NORTH CENTRAL	28	$5,199	16	343	$557
Illinois	15	3,024	9	193	326
Michigan	3	470	--	42	61
Ohio	7	1,144	2	73	108
WEST NORTH CENTRAL	6	509	2	34	48
SOUTH ATLANTIC	12	1,016	4	79	116
Maryland	7	440	3	36	55
EAST SOUTH CENTRAL	1	x	x	--	--
WEST SOUTH CENTRAL	4	x	x	x	x
MOUNTAIN	1	x	x	x	x
PACIFIC	20	1,482	12	102	129
California	19	x	x	x	x
SERVICE EQUIPMENT AND SUPPLIES					
All Other					
UNITED STATES	623	34,516	411	3,359	5,046
NEW ENGLAND	36	1,703	18	169	241
Massachusetts	26	x	x	x	x
MIDDLE ATLANTIC	195	13,498	121	998	1,597
New Jersey	9	452	2	40	44
New York	138	8,494	78	739	1,241
Pennsylvania	48	4,552	41	219	312
EAST NORTH CENTRAL	143	8,478	93	1,033	1,527
Illinois	41	3,570	20	475	734
Michigan	30	x	x	x	x
Ohio	51	2,536	32	296	424
Wisconsin	13	364	8	51	69
WEST NORTH CENTRAL	60	2,409	45	253	347
Iowa	11	424	5	52	57
Missouri	30	x	x	x	x
SOUTH ATLANTIC	42	1,731	21	203	301
Florida	7	181	4	23	32
Georgia	9	281	6	43	55
Maryland	10	718	3	68	124
Virginia	7	272	3	26	38
West Virginia	3	171	--	25	35
EAST SOUTH CENTRAL	17	x	x	x	x
Kentucky	8	244	5	34	43
WEST SOUTH CENTRAL	37	x	x	x	x
Texas	25	1,755	24	175	274
MOUNTAIN	12	x	x	x	x
PACIFIC	81	2,974	63	343	490
California	60	2,718	43	299	446
Washington	14	x	x	x	x

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL
TABLE 1-B.--NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

MACHINERY, EQUIPMENT AND SUPPLIES (continued)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add 000)
TRANSPORTATION EQUIPMENT AND SUPPLIES					
Aircraft and Aeronautical					
UNITED STATES	15	$1,445	3	108	$191
MIDDLE ATLANTIC	6	1,037	1	54	121
New York	6	1,037	1	54	121
EAST NORTH CENTRAL	2	x	x	x	x
WEST NORTH CENTRAL	3	267	--	37	49
WEST SOUTH CENTRAL	1	x	--	x	x
PACIFIC	3	112	1	12	14
California	3	112	1	12	14
TRANSPORTATION EQUIPMENT AND SUPPLIES					
Railroad					
UNITED STATES	33	16,588	7	601	1,535
NEW ENGLAND	1	x	--	x	x
MIDDLE ATLANTIC	12	10,623	2	354	1,013
New York	10	--	x	x	x
EAST NORTH CENTRAL	6	3,374	2	123	282
Illinois	5	x	x	x	x
WEST NORTH CENTRAL	3	972	--	45	100
SOUTH ATLANTIC	2	x	--	x	x
PACIFIC	9	1,483	3	66	109
California	4	1,206	--	49	84
TRANSPORTATION EQUIPMENT AND SUPPLIES					
Boats (including Motor, Sail and Steam)					
UNITED STATES	71	5,447	47	372	511
NEW ENGLAND	3	311	2	14	27
MIDDLE ATLANTIC	21	1,338	13	77	137
New York	15	942	7	48	82
Pennsylvania	6	396	6	29	55
EAST NORTH CENTRAL	4	894	5	98	152
WEST NORTH CENTRAL	3	73	2	7	6
SOUTH ATLANTIC	13	957	7	59	107
Florida	4	109	2	12	14
Maryland	6	688	4	31	72
EAST SOUTH CENTRAL	6	x	x	x	x
Alabama	5	240	2	16	34
WEST SOUTH CENTRAL	7	x	x	x	x
Louisiana	5	586	6	35	48
PACIFIC	14	983	8	60	92
California	7	765	4	50	81
Washington	7	218	4	10	11
TRANSPORTATION EQUIPMENT AND SUPPLIES					
All Other					
UNITED STATES	123	$12,373	57	826	$1,361
NEW ENGLAND	24	x	x	x	x
Massachusetts	14	x	x	x	x
MIDDLE ATLANTIC	37	3,269	18	207	403
New Jersey	4	449	2	16	40
New York	29	x	x	x	x
EAST NORTH CENTRAL	6	x	x	x	x
Ohio	3	747	1	45	78
WEST NORTH CENTRAL	4	58	3	19	10
SOUTH ATLANTIC	14	x	x	x	x
Florida	3	151	--	19	27
Maryland	6	265	4	21	31
EAST SOUTH CENTRAL	1	x	x	x	x
WEST SOUTH CENTRAL	5	x	x	x	x
Louisiana	4	235	2	20	31
PACIFIC	32	5,879	19	547	563
California	17	2,347	15	135	251
Washington	8	x	x	x	x

METALS AND METAL WORK (Except Scrap)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add 000)
IRON AND STEEL (EXCEPT STRUCTURAL)					
UNITED STATES	345	114,884	121	5,078	9,994
NEW ENGLAND	26	5,715	6	382	695
Massachusetts	19	4,876	2	311	570
MIDDLE ATLANTIC	121	56,841	46	1,819	3,834
New Jersey	14	3,169	3	262	433
New York	81	46,990	30	1,146	2,638
Pennsylvania	26	6,682	13	411	763
EAST NORTH CENTRAL	84	31,017	24	1,386	2,910
Illinois	31	11,225	8	637	1,337
Michigan	20	11,171	6	317	759
Ohio	26	6,856	9	341	643
WEST NORTH CENTRAL	21	4,565	6	366	679
Missouri	14	3,966	3	320	604
SOUTH ATLANTIC	14	2,082	6	178	260
Maryland	8	1,620	5	131	191
EAST SOUTH CENTRAL	6	541	3	51	58
WEST SOUTH CENTRAL	19	2,720	7	130	214
Louisiana	7	1,001	4	75	92
Oklahoma	9	1,279	3	39	100
Texas	3	440	--	16	22
MOUNTAIN	4	244	3	10	12
PACIFIC	50	11,061	20	757	1,342
California	40	7,801	15	449	892
Oregon	5	1,825	5	142	300
Washington	5	1,435	--	166	250

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL
TABLE 1-B.--NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
METALS AND METAL WORK (Except Scrap) (continued)					
STRUCTURAL IRON AND STEEL					
UNITED STATES	93	$18,965	22	1,541	$2,342
NEW ENGLAND	4	697	1	67	99
MIDDLE ATLANTIC	28	4,576	6	480	703
New Jersey	5	1,175	1	171	221
New York	15	1,810	2	158	283
Pennsylvania	8	1,591	3	151	199
EAST NORTH CENTRAL	18	3,274	3	286	448
Illinois	5	1,318	2	127	186
Indiana	4	989	--	70	97
Michigan	3	467	--	44	88
Ohio	6	500	1	45	77
WEST NORTH CENTRAL	8	2,944	1	165	249
Missouri	3	1,322	--	55	108
SOUTH ATLANTIC	8	1,881	1	159	277
Maryland	3	535	--	40	76
EAST SOUTH CENTRAL	3	x	x	x	x
WEST SOUTH CENTRAL	4	1,117	1	103	109
MOUNTAIN	2	x	--	x	x
PACIFIC	18	3,251	6	201	311
California	13	2,523	4	158	234
WIRE, WIRE FENCE AND WIRE ROPE					
UNITED STATES	61	7,759	30	477	655
NEW ENGLAND	4	536	4	30	64
MIDDLE ATLANTIC	16	1,526	8	72	164
New York	12	1,274	6	48	138
EAST NORTH CENTRAL	12	1,972	5	126	192
Illinois	3	341	--	48	65
Ohio	5	501	4	42	58
WEST NORTH CENTRAL	9	1,632	3	152	84
Iowa	3	793	--	120	54
Missouri	5	727	--	26	26
SOUTH ATLANTIC	4	x	x	x	x
EAST SOUTH CENTRAL	1	x	--	x	x
WEST SOUTH CENTRAL	2	x	--	x	x
MOUNTAIN	2	x	--	x	x
PACIFIC	11	1,467	6	54	97
California	9	x	x	x	x
COPPER					
UNITED STATES	19	4,635	12	145	262
NEW ENGLAND	1	x	--	x	x
MIDDLE ATLANTIC	9	3,158	5	53	98
New York	8	x	x	x	x
EAST NORTH CENTRAL	3	690	--	27	55
SOUTH ATLANTIC	3	x	x	x	x
PACIFIC	3	449	1	23	57

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
SHEET METAL PRODUCTS					
UNITED STATES	179	$40,243	78	2,155	$3,402
NEW ENGLAND	9	837	1	84	117
Connecticut	3	91	1	11	15
Massachusetts	3	609	--	39	65
MIDDLE ATLANTIC	52	8,874	24	516	813
New Jersey	6	522	3	37	55
New York	33	6,588	14	324	549
Pennsylvania	13	1,764	7	155	209
EAST NORTH CENTRAL	58	18,415	20	924	1,488
Illinois	15	3,515	3	341	471
Michigan	14	4,192	4	231	382
Ohio	22	10,007	8	301	555
WEST NORTH CENTRAL	10	1,495	6	76	97
Iowa	3	99	3	24	23
SOUTH ATLANTIC	18	4,721	7	218	376
Georgia	4	1,075	2	41	77
Maryland	6	1,216	5	47	83
Virginia	3	1,327	--	62	125
EAST SOUTH CENTRAL	4	693	4	20	28
WEST SOUTH CENTRAL	8	2,206	3	146	241
Louisiana	5	1,196	--	82	149
MOUNTAIN	3	1,081	1	43	58
PACIFIC	17	1,921	12	128	184
California	14	1,687	11	110	153
OTHER METALS AND METAL WORK					
UNITED STATES	113	95,510	44	1,227	2,669
NEW ENGLAND	6	1,447	1	57	76
MIDDLE ATLANTIC	61	83,925	22	853	2,017
New York	43	x	x	x	x
Pennsylvania	13	6,705	6	185	352
EAST NORTH CENTRAL	19	7,540	6	157	348
Michigan	5	1,284	2	21	62
Ohio	6	4,421	1	54	129
WEST NORTH CENTRAL	7	953	2	77	101
Missouri	4	697	--	63	94
SOUTH ATLANTIC	4	344	3	14	24
WEST SOUTH CENTRAL	4	x	x	x	x
MOUNTAIN	2	x	x	x	x
PACIFIC	10	687	7	40	61
California	6	49	6	10	12
PAPER AND ITS PRODUCTS					
WRAPPING OR COARSE PAPER AND PRODUCTS					
UNITED STATES	1,572	291,576	914	17,307	30,149
NEW ENGLAND	181	26,200	107	1,846	3,058
Connecticut	30	4,458	10	265	562
Maine	11	x	x	x	x
Massachusetts	118	16,788	76	1,155	1,808
Rhode Island	14	x	x	x	x
Vermont	5	505	2	38	62

(continued)

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL
TABLE 1-B.--NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
PAPER AND ITS PRODUCTS (continued)					
WRAPPING OR COARSE PAPER AND PRODUCTS (continued)					
MIDDLE ATLANTIC	640	$107,076	408	5,660	$10,031
New Jersey	70	6,356	47	479	785
New York	460	78,611	285	3,746	6,769
Pennsylvania	110	22,109	76	1,435	2,477
EAST NORTH CENTRAL	297	67,986	170	3,929	7,175
Illinois	111	23,370	67	1,264	2,333
Indiana	25	5,017	14	377	643
Michigan	55	16,135	34	861	1,648
Ohio	72	19,754	37	1,113	2,094
Wisconsin	34	3,710	18	314	457
WEST NORTH CENTRAL	110	25,675	55	1,685	2,823
Iowa	18	2,992	9	246	410
Kansas	6	827	4	61	97
Minnesota	35	8,147	11	574	944
Missouri	37	9,689	23	503	856
Nebraska	12	x	x	x	x
SOUTH ATLANTIC	133	22,713	71	1,314	2,193
District of Columbia	10	3,551	10	140	248
Florida	32	3,890	14	284	424
Georgia	15	1,930	9	125	210
Maryland	31	4,561	19	261	420
North Carolina	16	2,774	6	144	261
South Carolina	9	1,278	4	91	156
Virginia	14	4,247	6	223	411
EAST SOUTH CENTRAL	40	8,208	16	585	961
Mississippi	4	175	1	16	21
Tennessee	19	5,477	8	394	641
WEST SOUTH CENTRAL	51	9,621	15	790	1,242
Arkansas	5	714	2	47	75
Louisiana	11	2,697	1	205	285
Oklahoma	5	1,583	--	136	243
Texas	30	4,627	12	402	639
MOUNTAIN	18	4,185	7	227	373
Colorado	7	1,991	3	138	193
Idaho	3	481	2	10	20
Montana	5	1,039	2	45	98
PACIFIC	102	19,912	65	1,271	2,293
California	75	14,162	56	902	1,570
Oregon	7	2,001	2	134	229
Washington	20	3,749	7	235	494
FINE OR PRINTING AND WRITING PAPER					
UNITED STATES	211	62,540	54	3,197	6,764
NEW ENGLAND	14	4,676	2	275	570
Connecticut	4	551	--	16	37
Massachusetts	10	4,125	2	259	533
MIDDLE ATLANTIC	95	25,466	30	1,360	2,867
New Jersey	4	362	--	29	50
New York	74	19,458	23	961	2,160
Pennsylvania	17	5,646	7	370	657
EAST NORTH CENTRAL	43	19,470	6	801	1,909
Illinois	16	11,660	--	364	1,000
Michigan	7	1,527	4	84	152
Ohio	13	4,085	2	218	490
WEST NORTH CENTRAL	12	x	--	x	x
Minnesota	5	1,626	--	84	172
Missouri	6	2,476	--	162	295
(continued)					

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add 000)
FINE OR PRINTING AND WRITING PAPER (continued)					
SOUTH ATLANTIC	15	$5,075	1	213	$454
Maryland	3	994	1	30	65
Virginia	3	1,394	--	78	183
EAST SOUTH CENTRAL	5	679	--	44	76
WEST SOUTH CENTRAL	5	832	--	66	104
MOUNTAIN	1	x	--	x	x
PACIFIC	21	1,680	15	157	246
California	19	x	x	x	x
STATIONERY AND STATIONERY SUPPLIES					
UNITED STATES	504	38,209	337	3,359	5,003
NEW ENGLAND	46	2,594	29	275	323
Massachusetts	36	2,348	23	241	289
MIDDLE ATLANTIC	278	20,493	192	1,560	2,455
New Jersey	21	774	12	65	106
New York	225	18,215	152	1,383	2,193
Pennsylvania	32	1,504	28	112	156
EAST NORTH CENTRAL	81	6,920	58	615	919
Illinois	47	4,427	38	315	548
Indiana	3	29	1	3	2
Michigan	6	463	7	42	50
Ohio	19	756	10	97	110
Wisconsin	6	1,245	2	158	209
WEST NORTH CENTRAL	34	2,869	15	357	475
Kansas	3	243	1	22	47
Minnesota	7	1,114	4	139	179
Missouri	19	1,076	8	144	190
SOUTH ATLANTIC	8	890	6	86	123
Maryland	3	127	4	8	9
EAST SOUTH CENTRAL	4	168	2	20	20
WEST SOUTH CENTRAL	13	1,226	8	125	139
Texas	10	1,172	6	114	127
MOUNTAIN	4	106	3	9	14
PACIFIC	36	2,943	24	312	535
California	28	x	x	x	x
Washington	5	197	2	15	12
WALL PAPER					
UNITED STATES	262	16,610	112	1,742	2,543
NEW ENGLAND	22	1,174	10	137	194
Massachusetts	18	761	9	96	128
MIDDLE ATLANTIC	89	4,996	40	618	869
New Jersey	10	439	2	52	75
New York	32	2,086	10	310	443
Pennsylvania	47	2,471	28	256	351
EAST NORTH CENTRAL	64	5,410	26	481	782
Illinois	12	1,613	5	128	236
Michigan	20	1,035	7	104	162
Ohio	22	2,138	8	191	287
WEST NORTH CENTRAL	26	1,692	10	173	250
Minnesota	3	228	--	25	36
Missouri	17	1,033	8	108	155
(continued)					

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* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL
TABLE 1-B.--NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
PAPER AND ITS PRODUCTS (continued)					
WALL PAPER (continued)					
SOUTH ATLANTIC	27	$1,448	16	149	$182
District of Columbia	8	672	6	58	78
Maryland	10	603	4	62	74
EAST SOUTH CENTRAL	7	329	2	37	47
WEST SOUTH CENTRAL	9	429	1	45	57
MOUNTAIN	4	356	--	35	58
PACIFIC	14	776	7	67	104
California	9	548	4	47	72
PETROLEUM AND ITS PRODUCTS					
UNITED STATES	674	132,399	389	4,437	8,089
NEW ENGLAND	40	x	x	x	x
Connecticut	15	2,853	14	147	240
Massachusetts	18	2,129	5	87	147
Rhode Island	5	321	4	13	10
MIDDLE ATLANTIC	133	34,470	62	1,295	2,762
New Jersey	26	6,551	12	275	591
New York	71	13,994	24	566	1,251
Pennsylvania	36	13,925	26	454	920
EAST NORTH CENTRAL	152	39,895	81	945	1,691
Illinois	38	4,749	21	200	347
Indiana	9	1,736	3	67	95
Michigan	36	3,015	28	160	253
Ohio	52	29,371	23	438	876
Wisconsin	17	1,024	6	80	120
WEST NORTH CENTRAL	90	x	x	x	x
Iowa	9	449	6	35	58
Kansas	8	304	7	29	39
Minnesota	27	16,134	14	390	613
Missouri	32	5,482	15	189	374
Nebraska	12	2,426	6	100	168
SOUTH ATLANTIC	76	x	x	x	x
Florida	18	3,009	6	131	235
Georgia	11	1,695	7	87	188
Maryland	6	244	6	27	30
North Carolina	5	227	3	23	24
South Carolina	13	508	3	41	51
Virginia	17	3,254	11	158	292
West Virginia	5	182	4	6	5
EAST SOUTH CENTRAL	18	x	x	x	x
Kentucky	4	245	2	25	40
Mississippi	6	281	2	28	32
Tennessee	6	172	2	25	29
WEST SOUTH CENTRAL	77	9,672	71	265	376
Arkansas	7	371	5	29	34
Louisiana	9	386	5	41	47
Oklahoma	15	6,437	16	48	76
Texas	46	2,478	45	147	219
MOUNTAIN	25	1,164	8	76	116
Colorado	10	387	5	31	45
Utah	11	586	1	30	45
PACIFIC	63	6,821	49	274	514
California	52	6,195	41	249	474
Oregon	4	183	3	10	18
Washington	7	443	5	15	22

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES					
PLUMBING AND HEATING (FULL LINE)					
UNITED STATES	508	$119,862	63	7,729	$12,321
NEW ENGLAND	54	8,669	9	609	1,021
Connecticut	17	2,129	4	154	249
Massachusetts	26	4,190	5	277	469
New Hampshire	3	757	--	37	75
Rhode Island	4	861	--	86	140
MIDDLE ATLANTIC	201	43,386	25	2,601	4,511
New Jersey	43	6,650	4	387	612
New York	103	25,646	12	1,402	2,581
Pennsylvania	55	11,090	9	812	1,318
EAST NORTH CENTRAL	87	21,171	4	1,522	2,442
Illinois	25	7,009	1	489	961
Indiana	7	2,471	--	192	269
Michigan	15	4,191	--	294	445
Ohio	31	5,253	3	398	524
Wisconsin	9	2,247	--	149	243
WEST NORTH CENTRAL	33	11,124	8	845	1,185
Iowa	7	1,977	--	195	271
Kansas	5	929	2	68	94
Missouri	11	4,553	1	274	365
SOUTH ATLANTIC	65	17,277	9	883	1,598
District of Columbia	6	4,669	1	150	287
Maryland	9	1,319	3	87	115
North Carolina	9	1,984	1	106	150
South Carolina	3	651	--	40	61
Virginia	17	5,040	--	252	407
West Virginia	6	917	--	73	89
EAST SOUTH CENTRAL	16	5,068	--	348	435
Kentucky	5	870	--	53	76
Tennessee	7	3,701	--	258	315
WEST SOUTH CENTRAL	13	2,997	--	227	300
Louisiana	3	495	--	37	52
Oklahoma	4	781	--	53	76
Texas	6	1,721	--	137	172
MOUNTAIN	11	2,946	2	204	233
Colorado	4	1,400	--	131	136
PACIFIC	28	7,224	6	490	796
California	20	5,051	3	351	559
Washington	7	x	x	x	x
HEATING (INCLUDING STOVES AND RANGES)					
UNITED STATES	224	24,682	103	1,850	3,157
NEW ENGLAND	26	2,209	13	224	338
Massachusetts	16	1,594	8	164	260
MIDDLE ATLANTIC	79	8,232	35	632	1,080
New Jersey	10	308	5	33	46
New York	34	4,858	12	350	643
Pennsylvania	35	3,066	18	249	391
EAST NORTH CENTRAL	51	7,484	18	497	942
Illinois	16	2,928	4	216	378
Indiana	3	199	1	17	28
Michigan	6	870	4	57	101
Ohio	19	2,586	9	132	293
Wisconsin	7	901	--	75	142

(continued)

* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL
TABLE 1-B.--NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES (continued)					
HEATING (INCLUDING STOVES AND RANGES) (continued)					
WEST NORTH CENTRAL	22	$2,195	7	217	$363
Minnesota	5	521	3	43	69
Missouri	12	1,238	2	123	226
SOUTH ATLANTIC	12	1,788	4	101	159
Maryland	6	1,307	1	65	105
EAST SOUTH CENTRAL	4	763	5	36	57
WEST SOUTH CENTRAL	9	950	7	61	97
Oklahoma	3	725	1	41	72
MOUNTAIN	5	292	1	30	49
PACIFIC	16	769	13	52	72
California	8	481	7	26	44
Oregon	4	178	3	17	21
Washington	4	110	3	9	7
PLUMBING FIXTURES, EQUIPMENT AND SUPPLIES					
UNITED STATES	865	88,465	392	6,369	9,744
NEW ENGLAND	78	8,880	28	635	1,054
Connecticut	22	3,616	13	248	386
Massachusetts	42	4,010	11	300	510
New Hampshire	5	369	1	28	36
Rhode Island	6	796	1	68	110
MIDDLE ATLANTIC	351	31,800	163	2,300	3,557
New Jersey	61	5,558	23	330	540
New York	214	20,567	97	1,497	2,374
Pennsylvania	76	5,675	43	473	643
EAST NORTH CENTRAL	197	20,679	87	1,581	2,416
Illinois	67	5,597	37	420	615
Indiana	14	1,105	9	109	147
Michigan	41	5,720	15	392	625
Ohio	51	4,457	18	383	543
Wisconsin	24	3,800	8	277	486
WEST NORTH CENTRAL	45	x	x	x	x
Kansas	4	379	2	26	34
Minnesota	15	1,065	8	104	161
Missouri	18	1,283	12	156	183
Nebraska	3	134	--	13	16
SOUTH ATLANTIC	51	5,751	21	360	549
Florida	10	1,678	1	81	135
Georgia	7	1,253	3	77	147
Maryland	16	1,420	8	115	141
North Carolina	7	638	3	34	52
EAST SOUTH CENTRAL	12	1,704	3	135	194
Kentucky	5	1,200	--	89	126
Tennessee	4	334	1	29	51
WEST SOUTH CENTRAL	42	4,720	15	317	433
Oklahoma	.7	511	1	42	45
Texas	25	2,694	11	176	240
MOUNTAIN	7	x	x	x	x
Colorado	5	491	2	36	51
PACIFIC	82	9,478	48	583	927
California	71	7,599	43	464	738

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
ALL OTHER					
UNITED STATES	146	$10,164	78	971	$1,629
NEW ENGLAND	11	616	8	42	74
Massachusetts	6	430	2	29	59
MIDDLE ATLANTIC	51	4,057	19	359	637
New Jersey	9	868	3	64	124
New York	31	2,542	10	225	408
Pennsylvania	11	647	6	70	105
EAST NORTH CENTRAL	26	1,173	15	109	177
Illinois	9	506	5	50	92
Michigan	8	229	4	29	43
Ohio	9	438	6	30	42
WEST NORTH CENTRAL	8	x	x	x	x
Missouri	3	75	3	11	14
SOUTH ATLANTIC	10	1,617	5	215	368
Maryland	3	1,258	1	168	315
EAST SOUTH CENTRAL	3	61	2	10	11
WEST SOUTH CENTRAL	10	550	7	47	61
MOUNTAIN	2	x	x	x	x
PACIFIC	25	1,532	13	142	243
California	22	1,379	13	121	204
Washington	3	153	--	21	39
TOBACCO AND ITS PRODUCTS (Except Leaf)					
UNITED STATES	2,253	783,368	1,859	14,687	21,547
NEW ENGLAND	198	71,812	146	1,277	1,966
Connecticut	40	13,607	35	261	370
Maine	17	3,213	11	72	93
Massachusetts	102	42,436	68	663	1,081
New Hampshire	15	3,298	10	110	132
Rhode Island	16	6,968	14	126	223
Vermont	8	2,290	8	45	67
MIDDLE ATLANTIC	643	234,255	555	4,253	6,350
New Jersey	83	33,884	63	685	991
New York	318	139,619	263	2,201	3,592
Pennsylvania	242	60,752	229	1,367	1,767
EAST NORTH CENTRAL	551	181,765	445	3,493	5,091
Illinois	153	57,299	141	1,011	1,508
Indiana	69	19,656	57	380	566
Michigan	133	39,593	93	671	920
Ohio	121	47,269	86	1,057	1,537
Wisconsin	75	17,948	68	374	560
WEST NORTH CENTRAL	231	52,705	216	1,065	1,411
Iowa	24	5,150	28	126	145
Kansas	40	7,877	39	135	139
Minnesota	64	12,931	56	213	276
Missouri	84	20,989	81	488	737
Nebraska	15	5,192	10	78	80
SOUTH ATLANTIC	202	78,922	158	1,791	2,589
Delaware	4	1,643	3	32	58
District of Columbia	15	9,304	14	170	307
Florida	36	15,879	26	365	501
Georgia	22	10,855	14	212	289
Maryland	36	12,457	36	310	414
North Carolina	28	6,251	19	153	207
South Carolina	22	4,187	20	144	169
Virginia	18	8,217	10	209	353
West Virginia	21	10,129	16	196	291

(continued)

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL

TABLE 1-B.--NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
TOBACCO AND ITS PRODUCTS (Except Leaf) (continued)					
EAST SOUTH CENTRAL	63	$19,259	53	446	$638
Alabama	12	6,003	7	144	212
Kentucky	24	5,415	21	106	170
Mississippi	10	2,329	6	73	71
Tennessee	17	5,512	19	123	185
WEST SOUTH CENTRAL	131	38,422	112	820	1,018
Arkansas	8	1,842	7	37	43
Louisiana	29	7,385	19	264	311
Oklahoma	30	7,255	21	130	154
Texas	64	21,940	65	389	510
MOUNTAIN	67	14,672	47	349	531
Arizona	7	1,580	4	31	37
Colorado	17	4,904	12	108	157
Idaho	7	1,207	4	33	53
Montana	13	2,576	10	68	109
Nevada	4	1,069	1	28	53
New Mexico	5	531	4	5	8
Utah	8	2,307	7	64	97
Wyoming	6	498	5	12	17
PACIFIC	167	91,556	127	1,193	1,953
California	126	76,763	91	929	1,510
Oregon	18	6,033	22	93	164
Washington	23	8,760	14	171	279
WASTE MATERIALS					
IRON AND STEEL SCRAP					
UNITED STATES	1,456	166,181	1,320	9,059	10,525
NEW ENGLAND	103	7,229	76	789	914
Connecticut	25	1,939	13	164	281
Massachusetts	50	4,689	41	501	522
Rhode Island	11	307	8	64	59
Vermont	6	21	7	6	4
MIDDLE ATLANTIC	392	48,246	342	1,886	2,320
New Jersey	70	2,948	54	307	388
New York	177	12,272	151	655	834
Pennsylvania	145	33,026	137	924	1,098
EAST NORTH CENTRAL	444	74,426	389	3,180	4,305
Illinois	101	26,110	85	371	1,390
Indiana	48	3,168	52	235	263
Michigan	86	7,729	89	583	641
Ohio	152	34,967	114	1,284	1,760
Wisconsin	57	2,452	49	207	251
WEST NORTH CENTRAL	170	10,903	179	769	863
Iowa	36	702	37	97	88
Kansas	34	1,078	40	119	82
Minnesota	26	6,178	23	328	487
Missouri	59	2,334	62	193	169
Nebraska	7	564	9	26	33
SOUTH ATLANTIC	115	8,938	100	960	756
Delaware	4	173	4	22	14
District of Columbia	10	1,583	9	134	129
Florida	11	714	9	87	69
Georgia	19	1,333	17	195	112
Maryland	25	1,830	18	231	179
North Carolina	8	177	8	33	16
South Carolina	9	340	7	57	41
Virginia	12	1,314	10	74	47
West Virginia	17	1,474	18	127	149
EAST SOUTH CENTRAL	58	6,166	53	528	490
Alabama	19	1,356	12	228	209
Kentucky	20	3,226	20	136	168
Mississippi	4	44	4	17	4
Tennessee	15	1,540	17	147	109
(continued)					
IRON AND STEEL SCRAP (continued)					
WEST SOUTH CENTRAL	88	$5,390	81	641	$548
Arkansas	7	332	7	68	47
Louisiana	13	1,208	15	169	112
Oklahoma	23	561	19	98	75
Texas	45	3,289	40	306	314
MOUNTAIN	11	232	9	28	39
Colorado	5	170	4	16	24
Utah	3	12	3	2	1
PACIFIC	75	4,651	91	278	290
California	61	3,003	76	238	249
Oregon	4	128	5	10	6
Washington	10	1,520	10	30	35
JUNK AND SCRAP (FULL LINE)					
UNITED STATES	1,537	79,537	1,541	8,236	7,131
NEW ENGLAND	117	5,704	101	466	533
Connecticut	25	1,864	17	145	186
Maine	6	221	6	21	21
Massachusetts	69	2,838	61	248	278
Vermont	5	70	6	5	2
MIDDLE ATLANTIC	372	14,867	394	1,247	1,244
New Jersey	64	3,013	62	298	293
New York	161	6,565	165	437	518
Pennsylvania	147	5,289	167	512	433
EAST NORTH CENTRAL	469	24,774	462	2,869	2,441
Illinois	113	5,763	105	816	635
Indiana	82	4,012	81	507	400
Michigan	85	6,578	88	664	652
Ohio	143	6,214	144	650	575
Wisconsin	46	2,207	44	232	179
WEST NORTH CENTRAL	205	9,713	213	1,153	726
Iowa	56	3,040	62	260	202
Kansas	28	509	29	92	56
Minnesota	43	2,237	47	349	172
Missouri	52	1,308	52	268	143
Nebraska	14	1,026	13	84	62
North Dakota	6	1,178	4	70	61
South Dakota	6	415	6	30	30
SOUTH ATLANTIC	109	6,591	98	762	629
District of Columbia	15	1,371	12	116	158
Florida	9	531	5	81	58
Georgia	13	1,354	12	119	76
Maryland	18	564	23	71	57
North Carolina	15	463	14	84	53
Virginia	17	1,208	15	129	88
West Virginia	11	723	7	97	87
EAST SOUTH CENTRAL	55	3,415	64	412	270
Alabama	9	936	10	80	58
Kentucky	26	1,333	28	156	123
Mississippi	10	340	15	66	30
Tennessee	10	806	11	110	59
WEST SOUTH CENTRAL	51	2,865	47	336	233
Oklahoma	12	143	15	35	18
Texas	24	1,260	20	98	78
MOUNTAIN	37	1,351	40	111	101
Colorado	17	733	18	54	43
Utah	12	325	13	33	35
PACIFIC	122	10,257	122	880	954
California	100	7,672	105	636	661
Washington	20	x	x	x	x

* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL

TABLE 1-B.--NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Establish-ments	Net sales (add 000)	Pro-prie-tors	Em-ploy-ees	Total pay roll* (add000)
WASTE MATERIALS					
WASTE PAPER, RAGS AND RUBBER					
UNITED STATES	1,578	$125,994	1,369	11,413	$11,673
NEW ENGLAND	214	26,217	176	1,502	1,841
Connecticut	37	2,417	28	311	303
Maine	12	688	12	27	33
Massachusetts	137	21,829	114	1,037	1,395
New Hampshire	5	16	5	3	2
Rhode Island	19	1,193	13	117	104
Vermont	4	74	4	7	4
MIDDLE ATLANTIC	715	51,257	657	4,223	4,911
New Jersey	85	1,936	72	356	297
New York	478	40,272	428	3,038	3,822
Pennsylvania	152	9,049	157	829	792
EAST NORTH CENTRAL	322	22,723	270	2,976	2,605
Illinois	87	10,870	75	1,189	1,140
Indiana	30	895	21	150	138
Michigan	59	3,993	52	604	452
Ohio	113	5,471	92	868	732
Wisconsin	33	1,494	30	165	143
WEST NORTH CENTRAL	83	7,350	61	733	620
Iowa	15	x	x	x	x
Kansas	10	x	x	x	x
Minnesota	20	336	18	28	30
Missouri	30	4,625	14	504	421
Nebraska	4	270	2	39	42
SOUTH ATLANTIC	104	10,373	90	767	672
District of Columbia	7	236	7	55	39
Georgia	16	3,262	13	81	131
Maryland	34	x	x	x	x
North Carolina	13	1,350	6	129	117
Virginia	12	x	x	x	x
West Virginia	11	92	11	17	15
EAST SOUTH CENTRAL	24	1,255	19	279	193
Mississippi	3	106	3	19	10
Tennessee	9	461	10	112	83
WEST SOUTH CENTRAL	35	x	x	x	x
Louisiana	7	533	6	101	87
Oklahoma	3	97	5	15	11
Texas	23	1,038	17	205	140
MOUNTAIN	17	x	x	x	x
Utah	8	56	7	11	11
PACIFIC	64	4,983	49	580	572
California	51	4,524	37	527	510
NONFERROUS METALS					
UNITED STATES	222	27,952	175	753	1,153
NEW ENGLAND	21	1,607	17	70	103
Connecticut	4	95	4	7	12
Massachusetts	11	1,305	7	55	84
MIDDLE ATLANTIC	74	9,048	65	264	404
New Jersey	10	1,946	8	35	69
New York	45	4,432	38	146	230
Pennsylvania	19	2,670	19	83	105
EAST NORTH CENTRAL	70	13,126	40	329	504
Illinois	30	4,234	12	139	218
Indiana	6	396	7	14	11
Michigan	11	4,248	11	74	123
Ohio	18	3,895	9	89	140
Wisconsin	5	353	1	13	12
(continued)					

Kind of Business Division and State	Establish-ments	Net sales (add 000)	Pro-prie-tors	Em-ploy-ees	Total pay roll* (add000)
NONFERROUS METALS (continued)					
WEST NORTH CENTRAL	11	$471	11	23	$30
Minnesota	4	43	3	3	2
Missouri	3	288	3	13	23
SOUTH ATLANTIC	10	271	9	12	12
Georgia	5	123	5	3	1
EAST SOUTH CENTRAL	8	344	6	9	10
Tennessee	4	47	4	2	1
WEST SOUTH CENTRAL	7	x	x	x	x
Texas	5	1,787	5	20	62
MOUNTAIN	1	x	--	x	x
PACIFIC	20	1,109	20	20	20
California	16	743	16	17	17
Washington	4	366	4	3	3
ALL OTHER PRODUCTS					
BOOKS, PERIODICALS AND NEWSPAPERS					
UNITED STATES	636	108,550	338	9,060	12,005
NEW ENGLAND	57	10,648	34	791	1,026
Connecticut	9	1,539	4	118	148
Maine	5	707	4	56	42
Massachusetts	32	4,865	20	448	556
Rhode Island	7	3,267	4	148	247
MIDDLE ATLANTIC	214	50,063	118	3,601	5,658
New Jersey	11	8,142	1	394	638
New York	159	36,329	81	2,513	4,316
Pennsylvania	44	5,592	36	694	704
EAST NORTH CENTRAL	148	19,465	93	2,117	2,374
Illinois	46	9,234	21	862	1,198
Indiana	27	1,588	16	285	194
Michigan	26	2,924	24	348	319
Ohio	36	4,760	25	512	558
Wisconsin	13	959	7	110	105
WEST NORTH CENTRAL	40	4,591	21	549	538
Iowa	7	473	6	113	58
Kansas	4	201	--	25	29
Minnesota	12	1,161	6	132	143
Missouri	12	2,347	5	223	266
SOUTH ATLANTIC	48	6,473	14	500	618
Florida	11	788	2	95	86
Georgia	9	1,541	2	86	132
Maryland	6	859	3	78	122
Virginia	5	424	1	46	45
West Virginia	7	256	2	30	38
EAST SOUTH CENTRAL	20	1,621	4	132	166
Kentucky	5	257	2	27	29
Tennessee	10	1,139	1	83	113
WEST SOUTH CENTRAL	27	3,696	11	266	336
Oklahoma	7	1,342	1	77	140
Texas	15	1,717	7	122	126
MOUNTAIN	16	1,063	8	108	120
Colorado	5	537	2	52	68
PACIFIC	66	10,930	35	996	1,169
California	47	6,809	25	549	696
Oregon	7	1,413	3	117	137
Washington	12	2,708	7	330	336

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* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

KINDS OF BUSINESS IN DETAIL

TABLE 1-B.--NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
ALL OTHER PRODUCTS (continued)					
FLOWERS AND NURSERY STOCK					
UNITED STATES	539	$25,124	482	1,934	$2,593
NEW ENGLAND	34	1,798	25	128	186
Massachusetts	27	1,450	19	96	151
MIDDLE ATLANTIC	94	9,748	59	624	947
New Jersey	6	316	4	17	26
New York	72	7,131	44	420	667
Pennsylvania	16	2,301	11	187	254
EAST NORTH CENTRAL	62	4,356	37	323	481
Illinois	25	1,883	18	129	202
Indiana	4	440	1	28	40
Michigan	8	423	7	27	39
Ohio	18	1,165	6	87	126
Wisconsin	7	445	5	52	74
WEST NORTH CENTRAL	28	2,244	13	179	225
Minnesota	5	250	6	23	26
Missouri	17	1,715	5	125	174
Nebraska	3	150	--	21	14
SOUTH ATLANTIC	20	1,319	8	108	129
District of Columbia	4	383	2	23	40
Georgia	3	301	--	20	27
Maryland	5	450	4	26	37
EAST SOUTH CENTRAL	11	893	3	68	94
Alabama	3	114	--	18	14
WEST SOUTH CENTRAL	11	466	10	35	43
Texas	5	250	4	21	27
MOUNTAIN	7	618	4	46	63
PACIFIC	272	3,682	323	423	425
California	261	2,993	316	361	354
Washington	9	x	x	x	x
FOREST PRODUCTS (EXCEPT LUMBER)					
UNITED STATES	550	80,373	437	2,873	4,492
NEW ENGLAND	44	1,613	42	184	225
Connecticut	3	56	5	5	6
Maine	4	141	2	9	27
Massachusetts	34	1,347	32	158	183
MIDDLE ATLANTIC	180	44,030	146	825	1,846
New Jersey	29	524	23	70	93
New York	107	41,415	82	584	1,530
Pennsylvania	44	2,091	41	171	223
EAST NORTH CENTRAL	115	15,126	91	663	981
Illinois	41	8,155	31	299	507
Michigan	22	1,761	17	140	186
Ohio	35	4,374	31	174	228
WEST NORTH CENTRAL	50	6,694	39	455	546
Minnesota	16	1,520	12	60	80
Missouri	30	5,071	25	383	447
SOUTH ATLANTIC	37	2,829	22	207	222
Florida	3	369	1	13	26
Georgia	4	789	3	38	20
Maryland	8	353	4	46	56
Virginia	13	1,000	6	54	67
West Virginia	5	144	7	35	23
(continued)					

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add000)
FOREST PRODUCTS (EXCEPT LUMBER) (continued)					
EAST SOUTH CENTRAL	20	$1,060	17	56	$98
Kentucky	4	134	3	19	36
Tennessee	12	786	10	36	56
WEST SOUTH CENTRAL	23	1,626	14	118	126
Louisiana	9	1,194	4	75	92
Texas	8	212	5	24	20
MOUNTAIN	9	309	4	26	28
Utah	3	226	--	16	19
PACIFIC	72	7,086	62	329	420
California	58	5,231	49	251	310
Oregon	3	938	3	13	17
Washington	11	917	10	65	93
LEATHER AND LEATHER GOODS					
UNITED STATES	1,057	104,873	856	4,487	7,208
NEW ENGLAND	196	34,136	148	831	1,533
Connecticut	21	770	16	44	75
Massachusetts	163	32,954	123	747	1,398
New Hampshire	3	60	3	7	8
Rhode Island	5	243	2	23	39
MIDDLE ATLANTIC	413	34,211	364	1,363	2,102
New Jersey	40	3,115	35	157	243
New York	285	23,663	246	813	1,258
Pennsylvania	88	7,433	83	393	601
EAST NORTH CENTRAL	177	14,191	150	785	1,167
Illinois	62	5,509	53	258	376
Indiana	14	1,466	18	68	94
Michigan	27	1,726	25	105	158
Ohio	49	4,148	37	268	420
Wisconsin	25	1,342	17	86	119
WEST NORTH CENTRAL	78	7,833	55	496	813
Iowa	14	797	9	69	87
Kansas	5	202	8	13	15
Minnesota	16	1,640	15	120	211
Missouri	33	4,188	15	205	360
Nebraska	6	693	4	58	100
SOUTH ATLANTIC	73	5,441	53	340	551
Delaware	3	123	2	7	6
District of Columbia	3	271	4	14	23
Florida	13	389	9	38	46
Georgia	10	720	6	51	82
Maryland	14	810	18	42	56
North Carolina	7	362	2	26	29
South Carolina	6	203	3	15	16
Virginia	12	2,337	6	129	267
West Virginia	5	226	3	18	26
EAST SOUTH CENTRAL	25	1,363	12	123	171
Alabama	7	384	4	34	46
Tennessee	10	685	3	58	90
WEST SOUTH CENTRAL	31	2,792	15	201	327
Louisiana	8	547	1	47	75
Texas	16	1,478	7	118	198
MOUNTAIN	11	914	6	77	151
Colorado	7	605	4	60	109
PACIFIC	53	3,992	53	271	393
California	39	3,023	41	189	269
Oregon	5	264	5	22	30
Washington	9	705	7	60	94

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* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations.

KINDS OF BUSINESS IN DETAIL
TABLE 1-B.--NUMBER OF ESTABLISHMENTS, SALES, PERSONNEL AND PAY ROLL FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS, BY STATES

(To avoid disclosure, all data for some States are withheld. Hence, figures shown for States may not add to Division totals.)

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add 000)
ALL OTHER PRODUCTS (continued)					
OILS AND GREASES (ANIMAL AND VEGETABLE)					
UNITED STATES	77	$43,212	36	674	$1,635
NEW ENGLAND	2	x	--	x	x
MIDDLE ATLANTIC	47	34,801	24	545	1,366
New York	42	28,512	20	502	1,301
Pennsylvania	5	6,289	4	43	65
EAST NORTH CENTRAL	16	5,871	7	64	162
Illinois	8	4,816	2	44	131
Ohio	4	329	2	14	19
WEST NORTH CENTRAL	2	x	x	x	x
SOUTH ATLANTIC	1	x	x	x	x
EAST SOUTH CENTRAL	2	x	x	x	x
WEST SOUTH CENTRAL	1	x	x	x	x
PACIFIC	6	445	1	23	47
RUBBER (CRUDE)					
UNITED STATES	27	62,436	5	333	1,077
NEW ENGLAND	1	x	--	x	x
MIDDLE ATLANTIC	21	x	x	x	x
New York	20	57,212	5	250	969
EAST NORTH CENTRAL	4	3,370	--	41	61
PACIFIC	1	x	--	x	x
TEXTILES AND MATERIALS OTHER THAN DRY GOODS					
UNITED STATES	305	35,445	262	2,392	2,972
NEW ENGLAND	35	2,431	30	219	286
Connecticut	4	41	4	3	2
Maine	3	169	2	8	8
Massachusetts	23	2,132	20	201	271
Rhode Island	5	89	4	7	5
MIDDLE ATLANTIC	107	16,550	92	764	1,215
New Jersey	8	588	7	43	40
New York	78	13,673	65	576	1,016
Pennsylvania	21	2,289	20	145	159
EAST NORTH CENTRAL	58	6,068	45	521	657
Illinois	25	4,063	17	349	463
Indiana	3	321	--	24	29
Michigan	13	493	15	44	54
Ohio	11	875	8	69	78
Wisconsin	6	316	5	35	33
WEST NORTH CENTRAL	17	1,070	11	121	111
Minnesota	5	401	4	42	45
Missouri	11	x	x	x	x
SOUTH ATLANTIC	20	1,888	15	187	192
Georgia	5	1,629	2	123	155
Maryland	5	108	6	15	12
North Carolina	3	27	4	5	1
EAST SOUTH CENTRAL	6	853	7	136	89
Tennessee	3	366	1	31	35
WEST SOUTH CENTRAL	13	338	14	68	45
Texas	9	233	9	36	28
(continued)					

Kind of Business Division and State	Establishments	Net sales (add 000)	Proprietors	Employees	Total pay roll* (add 000)
TEXTILES AND MATERIALS OTHER THAN DRY GOODS (continued)					
MOUNTAIN	8	$692	7	25	$21
Colorado	4	326	3	18	15
PACIFIC	41	5,555	41	351	356
California	29	4,872	28	229	256
Oregon	3	184	2	32	35
Washington	9	499	11	90	65
YARNS					
UNITED STATES	175	41,562	115	1,183	1,999
NEW ENGLAND	18	5,626	9	124	257
Massachusetts	9	4,704	4	72	196
MIDDLE ATLANTIC	137	32,136	91	950	1,588
New Jersey	9	1,919	5	54	138
New York	111	27,306	72	682	1,208
Pennsylvania	17	2,911	14	214	242
EAST NORTH CENTRAL	5	x	x	x	x
Illinois	4	1,583	1	27	58
SOUTH ATLANTIC	7	528	8	24	23
EAST SOUTH CENTRAL	2	x	x	x	x
PACIFIC	6	515	4	28	33
California	6	515	4	28	33
MISCELLANEOUS KINDS OF BUSINESS					
UNITED STATES	818	48,658	521	3,416	5,269
NEW ENGLAND	48	2,250	40	192	223
Connecticut	6	104	4	20	15
Massachusetts	37	1,977	33	150	183
MIDDLE ATLANTIC	391	x	x	x	x
New Jersey	31	x	x	x	x
New York	287	26,845	159	1,324	2,563
Pennsylvania	73	2,754	40	220	311
EAST NORTH CENTRAL	144	x	x	x	x
Illinois	51	x	x	x	x
Indiana	16	711	11	95	103
Michigan	27	1,149	13	116	179
Ohio	43	1,918	24	157	236
WEST NORTH CENTRAL	50	1,836	39	200	250
Iowa	5	20	5	5	2
Minnesota	7	314	7	42	42
Missouri	34	1,407	22	140	193
SOUTH ATLANTIC	42	x	x	x	x
Florida	20	1,194	23	120	129
Maryland	7	118	6	15	11
North Carolina	5	193	4	28	35
EAST SOUTH CENTRAL	16	309	12	48	43
Kentucky	6	135	3	37	37
Tennessee	6	146	5	4	3
WEST SOUTH CENTRAL	42	x	x	x	x
Oklahoma	3	130	1	16	15
Texas	36	1,508	16	136	181
MOUNTAIN	16	400	9	69	72
Colorado	10	251	4	54	62
PACIFIC	69	2,564	58	201	270
California	59	2,031	54	166	225
Washington	8	x	x	x	x

* Includes no compensation for proprietors and firm members of unincorporated businesses. X Figures withheld to avoid disclosure of individual operations.

UNITED STATES DEPARTMENT OF COMMERCE
Daniel C. Roper, Secretary

BUREAU OF THE CENSUS
William L. Austin, Director

CENSUS OF BUSINESS: 1935

WHOLESALE DISTRIBUTION

VOLUME V

EMPLOYMENT AND PAY ROLL

Monthly Employment, by Kinds of Business and Employment and Pay Roll For One Week by Occupational Classes

MARCH, 1937

UNITED STATES DEPARTMENT OF COMMERCE

Daniel C. Roper, Secretary

BUREAU OF THE CENSUS

William L. Austin, Director

CENSUS OF BUSINESS: 1935

Fred A. Gosnell, Chief Statistician
William A. Ruff, Assistant

This is one of a series of final volumes on Wholesale Distribution, a part of the Census of Business, 1935. This volume is in three sections. In Section One, a brief analysis of the data is given together with a description of terms and methods of classification, and a tabular summary (Table 1) of wholesale trade of the United States. Section Two (Table 2) shows the number of paid employees by months together with the average for the year. In Section Three (Tables 3A and 3B) employment and pay roll are presented for one week of 1935. Table 3A shows number and pay roll of employees, full-time and part-time separately, for selected types of operation. Table 3B shows number and pay roll of full-time employees for one week by occupational classes.

Table 2 of this volume corresponds in part to Table 6 (Wholesale Distribution, Volumes I to VII) of the 1933 Census of American Business.

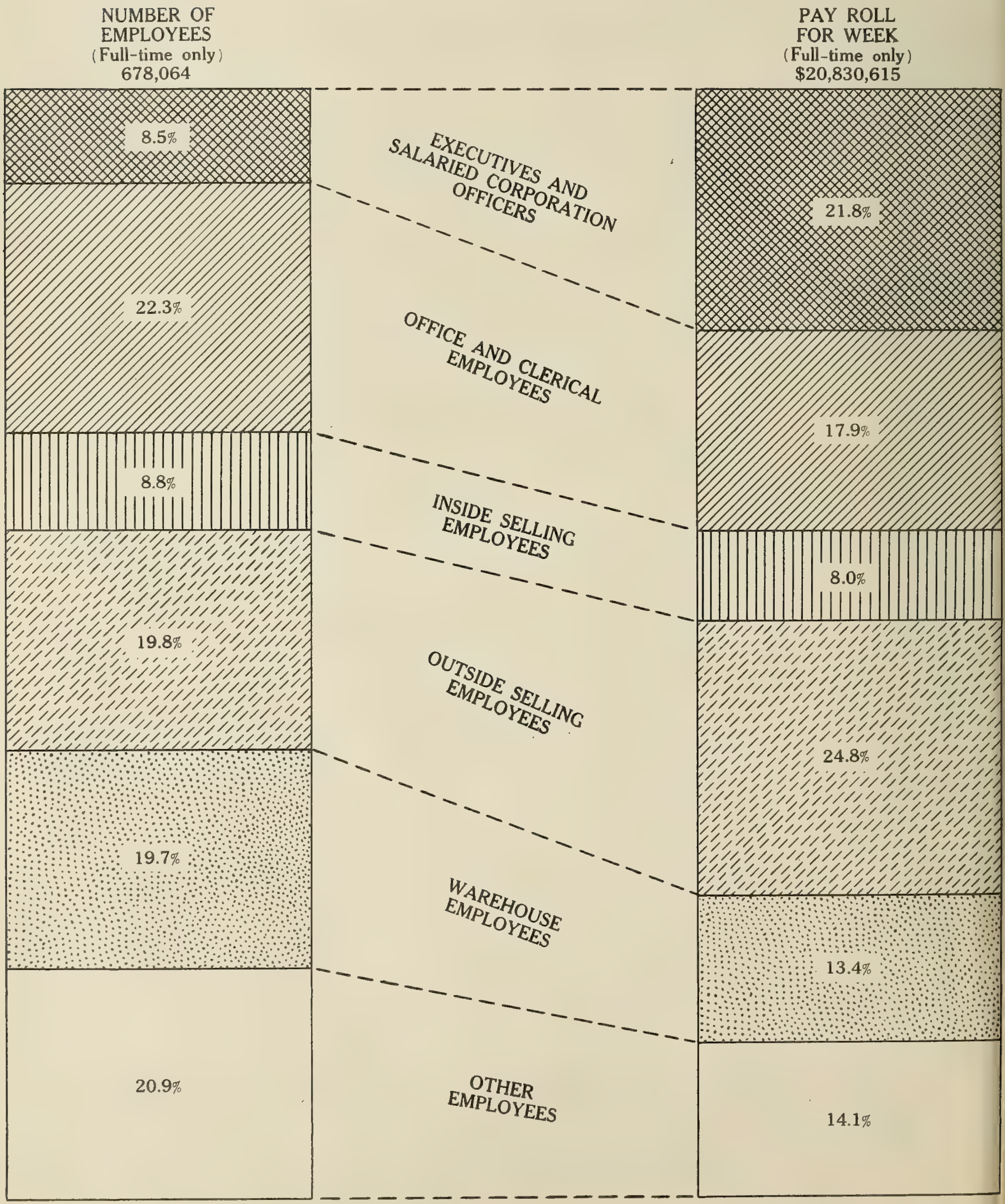
The statistics were collected in 1936 by a field canvass of wholesale establishments in every State, city and county in the United States, by the Bureau of the Census, with funds provided by the Works Progress Administration. They cover the operations of wholesalers during the year 1935.

Wholesale trade reports are prepared under the supervision of John Guernsey, Distribution Economist for the Census Bureau, by John Albright, assisted by Dr. Albert Haring, Edwin P. Slabaugh and John J. Lennon.

WHOLESALE DISTRIBUTION: 1935

CHART I -- EMPLOYEES AND PAY ROLL BY OCCUPATIONAL GROUPS FOR FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS

(Figures are for week ending October 26, 1935, or other representative week.)



BUREAU OF THE CENSUS

WHOLESALE DISTRIBUTION: 1935

ARRANGEMENT AND CONTENTS OF VOLUMES

Volume I - Summary for the United States. Contains national summaries of the tabular data presented in the other volumes in detail; a description of the Wholesale Census, explanations of terms, classifications and tables; and an analysis of Wholesale Trade for 1935 as compared with 1933 and 1929.

It also contains new matter not treated in greater detail elsewhere, including a section on wholesale chains showing number of establishments, net sales, expenses, employees and pay roll of multi-unit organizations; a study of cooperative and voluntary group wholesaling; and a summary of the number and nature of establishments operated by Negro proprietors.

Volume II - States and 25 Selected Cities. Presents number of establishments, net sales, expenses, personnel, pay roll and stocks for each State and for each of 25 selected wholesale trade centers (Table 1). The data are analyzed by types of operation and by kinds of business.

Volume III - Cities and Counties. Presents number of establishments, net sales, personnel and pay roll for each city of more than 5,000 population and for each county (Table 13). The data are analyzed by types of operation and by kinds of business for cities of more than 50,000 population (Table 12A) and by kinds of business for cities of 20,000 to 50,000 population (Table 12B).

Volume IV - Kinds of Business of Full-Service and Limited-Function Wholesalers, By States. Presents, by States, the number of establishments, net sales, expenses, personnel, pay roll and stocks for each of 29 kinds-of-business groups (Table 1A). In a separate section number of establishments, net sales, proprietors, employees and total pay roll are shown for 142 kinds of business, by States (Table 1B).

Volume V - Employment and Pay Roll.

a. Monthly employment data by kinds of business (Table 2).

b. Analysis of employment and pay roll by occupational classes (executive, office and clerical, selling, etc.) for a representative week of 1935 (Table 3).

Volume VI - Business Size Groups and Analysis of Operating Expenses.

a. Number of establishments, net sales and operating expenses of wholesale merchants and industrial distributors, by business size groups and kinds of business (Table 4).

b. Functional division of operating expenses (administrative, selling, etc.) of wholesale merchants and industrial distributors, by kinds of business (Table 5).

Volume VII - Credit Sales and Sales by Classes of Customers.

a. Credit business of full-service and limited-function wholesalers and of manufacturers' sales branches, by kinds of business (Table 6).

b. Business of wholesale establishments analyzed to show sales to retailers, to industrial users, to household consumers, to other wholesale organizations and sales for export separately (Table 7). The data are presented by types of operation and kinds of business.

Volume VIII - Commodity Sales. Analysis of sales of wholesale establishments by commodities or lines of merchandise (Table 8). Data are shown for 99 major commodity lines, many of which are subdivided into detailed commodity items. In this volume the relative importance of the various commodities is shown for each of the 29 kind-of-business groups.

Special Subject Reports. Special reports will be issued in which the available Census data are assembled and analyzed. Among those in preparation, the completion of which is subject to the limitations of time and budget, are:

Cooperative Wholesaling, including Voluntary Groups
Drug Wholesaling
Electrical Wholesaling
Hardware Wholesaling
Multi-Unit Wholesaling
Tobacco Wholesaling
Cooperative Marketing of Agricultural Commodities

WHOLESALE DISTRIBUTION: 1935

VOLUME V

MONTHLY EMPLOYMENT BY KINDS OF BUSINESS

AND

EMPLOYMENT AND PAY ROLL FOR ONE WEEK

BY OCCUPATIONAL CLASSES

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TABLE 2.--MONTHLY EMPLOYMENT BY KINDS OF BUSINESS - presenting in summary for the United States, data for 6 types of operation, each by 29 kind-of-business groups. For States and for the 13 largest cities, the data are shown by 29 kind-of-business groups, all types of operation combined.

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SECTION THREE

TABLE 3A.--ANALYSIS OF WEEKLY EMPLOYMENT AND PAY ROLL - presenting in summary for the United States, data for full-service and limited-function wholesalers, manufacturers' sales branches (with stocks), manufacturers' sales offices (without stocks), agents and brokers, and bulk tank stations, each type by 29 kind-of-business groups. For States and for the 13 largest cities, the data are shown separately for the first 4 types of operation enumerated above, but without reference to kinds of business.

TABLE 3B.--NUMBER AND PAY ROLL OF FULL-TIME EMPLOYEES ANALYZED BY OCCUPATIONAL GROUPS - presenting in summary for the United States, data for full-service and limited-function wholesalers, manufacturers' sales branches (with stocks), manufacturers' sales offices (without stocks), agents and brokers, and bulk tank stations, each type by 29 kind-of-business groups. For States and for the 13 largest cities, the data are shown separately for the first 4 types of operation enumerated above, but without reference to kinds of business.

State index .... Page 101 City index .... Page 101

WHOLESALE DISTRIBUTION: 1935

VOLUME V

EMPLOYMENT AND PAY ROLL

This volume, which presents data on employment and pay roll of wholesale establishments, is in three sections. In Section One a brief analysis of the data is given together with a description of terms and methods of classification and a tabular summary (Table 1) of the Wholesale Trade for the United States. Section Two (Table 2) shows the number of paid employees by months together with the average number for the year. In Section Three (Tables 3A and 3B) employment and pay roll are presented for one week of 1935. Table 3A shows number and pay roll of employees (full-time and part-time separately) for selected types of operation. Table 3B shows number and pay roll of full-time employees for one week by occupational groups.

SECTION ONE

MONTHLY EMPLOYMENT

The number of paid employees of wholesale establishments in the United States in 1935 ranged from a low of 1,253,240 in March to a high of 1,329,106 during October, with an average for the year of 1,277,717. In addition, there were actively engaged 97,225 proprietors and firm members of unincorporated businesses who are not counted as employees. Thus, wholesale trade provided employment for an average of 1,374,942 persons or one out of every 93 individuals in the country.

A study of the accompanying table reveals only a slight variation in the number of paid employees during the first seven months of the year, each showing a fraction over 98 percent of the annual average. The months from August to December, inclusive, show employment in excess of the average with the high appearing in October. The gain from a low of 1,253,240 in March, however, to the high of 1,329,106 in October totals only 75,866 individuals or slightly less than 6 percent. For any two consecutive months October also shows the largest gain with 32,523 more employees than September. August is second in this respect with 18,336 more employees than July. On the other hand, the largest drop comes between October and November, a difference of 9,756 employees. In no case does the change between any two consecutive months exceed 2.5 percent. From these figures it is evident that for the country as a whole, employment in wholesale trade is subject to little seasonal variation.

Comparison With 1933

Compared with 1933, the average number of employees engaged during 1935 was 8 percent greater. With some variation in the differences, each month of 1935 shows more employees than the corresponding month in 1933, the largest difference appearing for the month of March. For each of the two years the low appears in March and the high in October. It is probably true that the 1935 figures more nearly approximate a normal seasonal variation in wholesale trade than do those for 1933. The rather pronounced rise from March to October of the earlier year may be credited, in part, to the Government's measures to increase employment.

A comparative summary of the number of paid employees by months for 1935 and 1933 is given below:

Month	Number of employees (full-time and part-time combined)		Percent of average	
	1935*	1933	1935	1933
Average for year	1,277,717	1,187,688	100.0	100.0
January	1,255,983	1,131,034	98.3	95.2
February	1,255,205	1,126,682	98.2	94.9
March	1,253,240	1,117,587	98.1	94.1
April	1,255,399	1,131,256	98.2	95.3
May	1,254,799	1,145,155	98.2	96.4
June	1,255,020	1,163,027	98.2	97.9
July	1,261,360	1,175,116	98.7	98.9
August	1,279,696	1,207,384	100.2	101.7
September	1,296,583	1,249,878	101.5	105.2
October	1,329,106	1,270,654	104.0	107.0
November	1,319,350	1,269,970	103.3	106.9
December	1,316,863	1,264,513	103.1	106.5

(For comparison purposes the 1933 figures have been adjusted to the scope of the 1935 Census.)

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* As it was impracticable to obtain employment for commission bulk tank stations (see text, Page 24), direct comparisons with 1933 have necessitated the inclusion of estimates in the 1935 figures. These estimates were prepared on the basis of information available for non-commission stations (those operated on a salary basis) and are included only in the above comparative summary and in Chart II, which vary from Table 2 by the amounts of the estimates. The estimates are as follows:

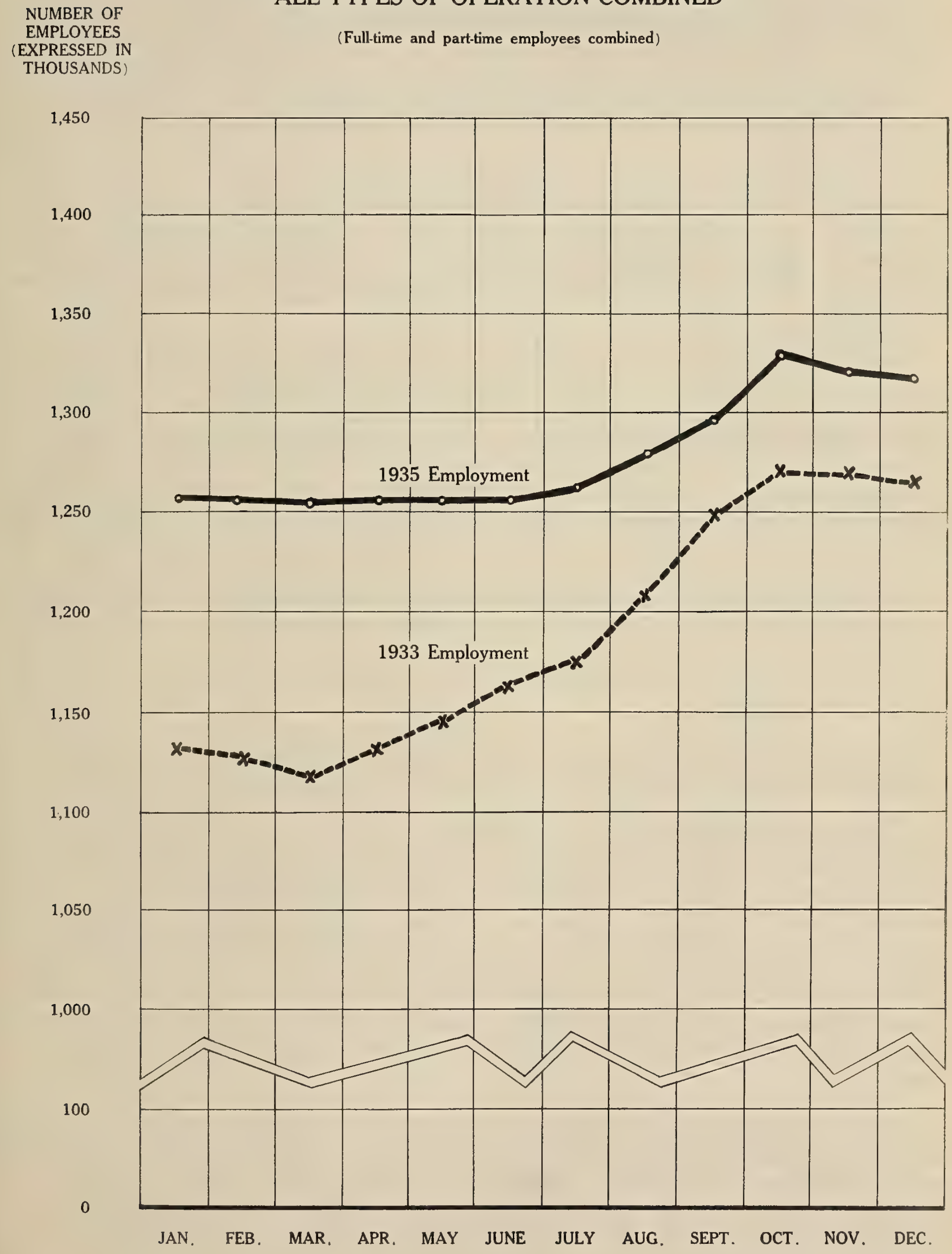
Average for the year 17,164

January	17,250	May	17,164	September	17,181
February	17,181	June	17,147	October	17,181
March	17,113	July	17,216	November	17,095
April	17,147	August	17,198	December	17,095

WHOLESALE DISTRIBUTION: 1935

CHART II -- COMPARATIVE EMPLOYMENT BY MONTHS, 1933 AND 1935
ALL TYPES OF OPERATION COMBINED

(Full-time and part-time employees combined)



BUREAU OF THE CENSUS

Variation by Kinds of Business

In Table A, Page 11, the number of employees is shown by months for each of 29 kind-of-business groups, all types of operation combined. For each trade the number is also expressed as a percent of the average for the year, the ratio for the maximum number being underscored. It is interesting to note that October was the high month for 14 of the 29 trades and December for 11. General merchandise and grocery specialties reached their peaks in November, while January was high for coal and coke and July for petroleum and its products.

The low point in monthly employment was reached by 17 of the 29 trades in January, by 4 in February and by 2 in March. The low for general merchandise appeared in May; farm products-raw materials in June; while July was low for the following trades: coal and coke; dry goods (full line); farm supplies; and grocery and food specialties.

The largest seasonal variation is found in the farm products-raw materials trade which, in terms of percent of average, shows a 32.5 point gain in December over June. Beer, wines and liquors, a relatively new and growing business, is second with a 14.2 point gain in October over January. Other trades showing significant seasonal variations are: farm supplies, October 10.4 points higher than July; coal and coke, 9.9 points higher in January than in July; farm products-consumer goods, 9.9 point gain for October over January; jewelry and optical goods, December 9.6 points in excess of January; plumbing and heating, 9.6 point gain in October over February; and waste materials, October 9.6 points higher than in January. In contrast, 20 of the 29 trades show a variation from the low month to the high month of only 9.5 points or less.

Variation by States

A study of monthly employment figures by States reveals some rather pronounced seasonal variations (See Table B). North Carolina, Kentucky and Idaho, for example, each shows over a 50 point difference between the low month and the high month. Significant variations are also noted for the following States: Florida with December 45.3 points in excess of July; Washington with October 32.3 points over March; South Carolina with September 31.3 points over April; and Virginia with November 21.3 points in excess of the low for July. Twenty-two of the 48 States show a seasonal variation of 10 points or more. In general, States which are predominately agricultural, particularly those with emphasis upon only a few crops, show pronounced seasonal variation, while those which are more or less industrial, or which are characterized by diversified activity, show little seasonal change.

The significance of October as a month of employment is indicated by the fact that it was the peak for 24 of the 48 States (see Table B). November was a high month for 7 States and for the District of Columbia, followed by December which was the highest month for 7 States. Only 2 States, Kentucky and Mississippi, show peak employment prior to the month of July.

UNITED STATES SUMMARY

TABLE A. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

(For each kind of business, both the number of employees and percent of average are given.)

Kind of Business	Active pro-prietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month: January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	97,225	1,260,553	1,238,733	1,238,024	1,236,127	1,238,252	1,237,635	1,237,873	1,244,144	1,262,498	1,279,402	1,311,925	1,302,255	1,299,768
		100.0	98.3	98.2	98.1	98.2	98.2	98.2	98.7	100.2	101.5	104.1	103.3	103.1
Amusement and Sporting Goods	858	18,891	18,333	18,371	18,445	18,613	18,732	18,851	18,981	18,974	19,125	19,347	19,315	19,599
		100.0	97.0	97.2	97.6	98.5	99.2	99.8	100.5	100.4	101.2	102.4	102.2	103.7
Automotive	3,766	74,808	72,099	72,451	73,111	73,999	74,289	74,754	75,527	75,902	75,743	76,603	76,498	76,725
		100.0	96.4	96.8	97.7	98.9	99.3	99.9	101.0	101.5	101.2	102.4	102.3	102.6
Beer, Wines and Liquors	4,353	37,822	34,673	34,903	35,187	36,012	37,150	38,226	39,000	39,398	39,448	40,053	39,819	39,989
		100.0	91.7	92.3	93.0	95.2	98.2	101.1	103.1	104.2	104.3	105.9	105.3	105.7
Chemicals and Paints	930	25,253	24,479	24,596	24,816	25,098	25,359	25,466	25,410	25,546	25,566	25,709	25,542	25,443
		100.0	96.9	97.4	98.3	99.4	100.4	100.8	100.6	101.2	101.2	101.8	101.1	100.8
Clothing and Furnishings	4,444	38,608	37,583	37,957	38,203	38,431	38,201	38,103	38,160	38,766	39,418	39,708	39,497	39,274
		100.0	97.3	98.3	99.0	99.5	98.9	98.7	98.8	100.4	102.1	102.8	102.3	101.7
Coal and Coke	374	13,128	13,801	13,786	13,373	12,941	12,668	12,561	12,494	12,537	12,934	13,523	13,338	13,575
		100.0	105.1	105.0	101.9	98.6	96.5	95.7	95.2	95.5	98.5	103.0	101.6	103.4
Drugs (full line)	36	15,077	14,922	14,949	14,973	14,952	14,973	14,976	15,041	15,065	15,067	15,312	15,308	15,380
		100.0	99.0	99.2	99.3	99.2	99.3	99.3	99.8	99.9	99.9	101.6	101.5	102.0
Drugs and Drug Sundries (specialty lines)	916	16,221	15,759	15,848	15,969	16,075	16,099	16,134	16,140	16,232	16,418	16,640	16,652	16,691
		100.0	97.2	97.7	98.4	99.1	99.2	99.5	99.5	100.1	101.2	102.6	102.7	102.9
Dry Goods (full line)	175	14,350	14,165	14,315	14,312	14,272	14,231	14,267	14,125	14,270	14,436	14,757	14,706	14,338
		100.0	98.7	99.8	99.7	99.5	99.2	99.4	98.4	99.4	100.6	102.8	102.5	99.9
Dry Goods (specialty lines)	3,328	34,878	34,292	34,541	34,739	34,727	34,570	34,461	34,617	34,929	35,236	35,624	35,382	35,412
		100.0	98.3	99.0	99.6	99.6	99.1	98.8	99.3	100.1	101.0	102.1	101.4	101.5
Electrical Goods	1,592	40,796	39,849	40,050	40,342	40,694	40,516	40,624	40,803	41,015	41,066	41,527	41,506	41,565
		100.0	97.7	98.2	98.9	99.7	99.3	99.6	100.0	100.5	100.7	101.8	101.7	101.9
Farm Products - raw materials	12,335	68,765	74,536	71,077	64,006	59,701	58,024	57,422	59,522	71,393	75,862	77,966	75,902	79,774
		100.0	108.4	103.4	93.1	86.8	84.4	83.5	86.6	103.8	110.3	113.4	110.4	116.0
Farm Products - consumer goods	19,009	138,362	134,789	135,426	136,531	138,946	137,641	134,942	134,958	135,453	138,940	148,483	144,210	140,019
		100.0	97.4	97.9	98.7	100.4	99.5	97.5	97.5	97.9	100.4	107.3	104.2	101.2
Farm Supplies	1,520	15,850	15,984	16,084	16,183	15,886	15,498	15,188	14,996	15,428	15,422	16,646	16,451	16,428
		100.0	100.8	101.5	102.1	100.2	97.8	95.8	94.6	97.3	97.3	105.0	103.8	103.6
Furniture and House Furnishings	1,731	18,230	17,621	17,689	17,765	17,880	18,006	18,017	18,091	18,315	18,588	18,945	18,925	18,923
		100.0	96.7	97.0	97.4	98.1	98.8	98.8	99.2	100.5	102.0	103.9	103.8	103.8
General Merchandise	179	9,924	9,907	9,672	9,630	9,626	9,593	9,598	9,825	9,887	10,137	10,314	10,475	10,429
		100.0	99.8	97.5	97.0	97.0	96.7	96.7	99.0	99.6	102.1	103.9	105.6	105.1
Groceries (full line)	1,460	67,642	67,050	66,771	66,991	66,980	66,959	67,174	67,695	67,911	68,301	68,745	68,472	68,660
		100.0	99.1	98.7	99.0	99.0	99.0	99.3	100.1	100.4	101.0	101.6	101.2	101.5
Groceries and Foods (specialty lines)	12,739	148,378	148,014	147,647	147,026	145,305	144,564	144,015	143,232	143,815	147,421	157,134	157,223	155,135
		100.0	99.8	99.5	99.1	97.9	97.4	97.1	96.5	96.9	99.4	105.9	106.0	104.6
Hardware	710	32,319	31,734	31,780	31,859	32,055	32,165	32,303	32,434	32,509	32,722	32,740	32,737	32,784
		100.0	98.2	98.3	98.6	99.2	99.5	100.0	100.4	100.6	101.2	101.3	101.3	101.4
(continued)														

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* Estimates for commission bulk tank stations not included. See text. Ratios for months with highest employment are underscored.

UNITED STATES SUMMARY

TABLE A. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

(For each kind of business, both the number of employees and percent of average are given.)

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
Jewelry and Optical Goods	1,436	14,470	14,053	14,074	14,113	14,167	14,204	14,256	14,310	14,389	14,643	14,925	15,068	15,441
		100.0	97.1	97.3	97.5	97.9	98.2	98.5	98.9	99.4	101.2	103.1	104.1	106.7
Lumber and Construction Materials	1,818	39,404	37,703	37,808	38,240	38,895	39,370	39,497	39,623	39,919	40,438	40,917	40,588	39,855
		100.0	95.7	95.9	97.0	98.7	99.9	100.2	100.6	101.3	102.6	103.8	103.0	101.1
Machinery, Equipment and Supplies	5,674	112,468	107,545	108,562	110,086	111,100	111,632	112,830	113,420	114,007	114,374	115,457	115,233	115,375
		100.0	95.6	96.5	97.9	98.8	99.3	100.3	100.8	101.4	101.7	102.7	102.5	102.6
Metals and Metal Work (except scrap)	598	24,234	22,885	23,023	23,295	23,674	23,986	24,286	24,551	24,827	24,930	25,285	25,105	24,966
		100.0	94.4	95.0	96.1	97.7	99.0	100.2	101.3	102.4	102.9	104.3	103.6	103.0
Paper and its Products	1,659	31,649	31,270	31,193	31,205	31,316	31,346	31,470	31,565	31,784	31,931	32,183	32,145	32,385
		100.0	98.8	98.6	98.6	98.9	99.0	99.4	99.7	100.4	100.9	101.7	101.6	102.3
Petroleum and its Products	3,999	97,692	97,870	97,564	97,202	97,513	97,755	97,710	98,053	98,034	97,888	97,964	97,468	97,288
		100.0	100.2	99.9	99.5	99.8	100.1	100.0	100.4	100.4	100.2	100.3	99.8	99.6
Plumbing and Heating Eqpt. and Spls.	960	24,786	23,840	23,768	23,935	24,100	24,336	24,353	24,836	25,093	25,454	26,161	25,941	25,618
		100.0	96.2	95.9	96.6	97.2	98.2	98.3	100.2	101.2	102.7	105.5	104.7	103.4
Tobacco and its Products (except leaf)	1,877	19,435	19,040	19,024	19,092	19,170	19,247	19,310	19,580	19,609	19,700	19,790	19,813	19,839
		100.0	98.0	97.9	98.2	98.6	99.0	99.4	100.7	100.9	101.4	101.8	101.9	102.1
Waste Materials	4,464	29,771	28,336	28,489	28,902	29,352	29,508	29,962	29,861	30,022	30,315	31,204	30,244	30,551
		100.0	95.2	95.7	97.1	98.6	99.1	100.6	100.3	100.8	101.8	104.8	103.3	102.6
All Other	4,285	37,342	36,601	36,606	36,596	36,772	37,013	37,117	37,294	37,469	37,879	38,263	38,192	38,307
		100.0	98.0	98.0	98.0	98.5	99.1	99.4	99.9	100.3	101.4	102.5	102.3	102.6

* Estimates for commission bulk tank stations not included. See text. Ratios for months with highest employment are underscored.

TABLE B.--NUMBER OF EMPLOYEES BY MONTHS FOR EACH STATE EXPRESSED AS A PERCENT OF THE AVERAGE FOR THE YEAR

(The number of employees for each state is given in Table 2, Page 31.)

Division and State	Employees (full-time and part-time). Average for year	Number of Employees on Pay Roll Nearest the 15th of Each Month Expressed As A Percent Of The Average For The Year											
		January	February	March	April	May	June	July	August	September	October	November	December
UNITED STATES	100.0	98.3	98.2	98.1	98.2	98.2	98.2	98.7	100.2	101.5	104.1	103.3	103.1
NEW ENGLAND													
Connecticut	100.0	101.0	100.5	98.7	96.5	97.2	97.3	97.6	97.9	99.2	104.3	104.7	105.0
Maine	100.0	101.9	102.0	100.7	99.6	97.2	95.6	94.5	94.2	101.6	107.2	103.9	101.8
Massachusetts	100.0	98.6	98.1	98.6	98.9	99.5	100.1	100.6	100.7	100.5	101.9	101.1	101.4
New Hampshire	100.0	98.2	97.8	98.2	98.8	98,7	100.1	103.2	102.8	102.2	102.5	99.4	98.3
Rhode Island	100.0	99.3	99.9	99.5	99.0	98.5	98.8	99.8	98.9	100.6	102.0	101.5	102.4
Vermont	100.0	97.9	97.3	97.0	98.3	99.2	101.2	102.3	103.2	103.2	101.6	99.5	99.7
MIDDLE ATLANTIC													
New Jersey	100.0	97.5	97.4	97.5	98.3	99.3	100.0	101.3	101.5	101.8	102.5	101.6	101.3
New York	100.0	97.9	98.1	98.6	98.8	98.8	99.1	99.6	100.2	101.0	102.6	102.6	102.7
Pennsylvania	100.0	98.8	99.0	99.1	99.7	99.6	99.8	100.1	100.2	100.5	101.2	100.8	101.1
EAST NORTH CENTRAL													
Illinois	100.0	97.6	97.8	98.3	98.9	99.3	99.5	99.8	100.5	101.1	102.5	102.6	102.0
Indiana	100.0	96.9	96.8	97.4	98.5	99.4	100.8	101.6	102.3	101.5	102.6	100.9	101.3
Michigan	100.0	97.1	97.0	96.7	97.3	97.4	98.3	98.9	99.6	101.7	106.4	104.7	104.9
Ohio	100.0	96.5	97.1	97.7	98.9	99.5	99.9	100.6	101.9	101.9	102.6	101.8	101.6
Wisconsin	100.0	97.3	97.9	98.3	99.1	99.3	99.7	99.8	100.5	101.4	102.7	102.4	101.7
WEST NORTH CENTRAL													
Iowa	100.0	94.7	94.6	95.3	97.3	98.3	100.6	102.1	102.9	102.6	105.3	103.9	102.2
Kansas	100.0	96.4	96.8	97.9	98.6	99.8	101.4	102.9	101.7	101.8	101.9	100.7	100.0
Minnesota	100.0	96.3	96.2	96.5	97.4	97.8	98.8	100.6	101.8	103.3	105.1	103.7	102.5
Missouri	100.0	97.8	98.4	98.8	99.0	99.1	99.5	100.3	100.5	101.1	102.2	101.8	101.5
Nebraska	100.0	96.3	96.4	97.2	97.8	98.4	99.7	102.3	102.2	102.6	103.2	102.1	101.8
North Dakota	100.0	91.9	93.6	95.2	95.9	95.2	96.3	100.5	105.0	110.4	111.8	104.6	99.6
South Dakota	100.0	93.1	93.1	95.9	100.3	101.7	99.9	100.8	102.1	103.7	104.2	103.0	102.3
SOUTH ATLANTIC													
Delaware	100.0	95.2	95.5	96.9	97.7	99.7	100.9	103.3	102.9	103.2	103.3	101.3	100.1
District of Columbia	100.0	97.3	97.5	98.2	98.9	99.8	100.2	100.3	100.4	100.8	102.3	102.3	102.2
Florida	100.0	118.1	119.1	117.4	111.4	95.4	79.7	74.0	74.7	79.5	100.2	111.0	119.3
Georgia	100.0	97.3	97.5	98.5	98.2	95.3	95.3	95.1	98.7	100.2	109.0	106.9	107.9
Maryland	100.0	99.9	99.0	99.1	95.5	95.4	96.5	99.2	97.9	102.0	105.6	105.1	104.7
North Carolina	100.0	91.9	87.8	82.4	80.6	81.2	77.8	81.7	111.1	132.5	130.5	129.6	112.9
South Carolina	100.0	93.6	91.9	91.1	90.6	91.2	91.5	95.2	118.7	121.9	113.6	100.2	100.4
Virginia	100.0	102.7	99.7	95.4	90.9	91.6	91.4	90.8	104.3	101.6	109.7	112.1	109.7
West Virginia	100.0	97.4	97.4	96.8	97.2	98.7	99.2	100.3	101.2	102.5	104.5	102.5	102.3
EAST SOUTH CENTRAL													
Alabama	100.0	98.7	99.1	98.5	97.5	97.6	97.6	97.5	98.7	101.1	104.6	105.8	103.4
Kentucky	100.0	137.1	130.5	102.1	90.8	88.6	86.9	82.9	88.5	90.3	87.8	89.0	125.6
Mississippi	100.0	94.7	93.9	94.8	98.4	102.6	105.3	98.3	100.2	101.3	103.3	103.8	103.2
Tennessee	100.0	105.0	104.1	102.9	101.5	97.1	95.3	96.1	95.1	97.1	99.3	99.3	107.3
WEST SOUTH CENTRAL													
Arkansas	100.0	94.7	95.7	96.6	98.3	100.0	101.6	102.1	101.1	102.8	102.2	103.1	101.7
Louisiana	100.0	98.4	98.0	98.7	99.0	100.4	99.3	98.8	99.1	100.4	102.9	102.6	102.5
Oklahoma	100.0	95.6	95.8	96.1	96.4	96.0	98.6	100.7	100.5	101.7	105.4	106.9	106.2
Texas	100.0	100.7	100.9	100.8	99.3	98.5	97.1	93.5	94.7	96.2	105.2	106.2	106.8
MOUNTAIN													
Arizona	100.0	104.9	95.7	104.3	107.8	95.9	94.5	96.7	92.9	93.7	99.5	100.3	113.7
Colorado	100.0	96.6	95.7	95.8	96.5	97.2	97.8	100.4	101.9	104.4	104.3	104.7	104.6
Idaho	100.0	98.0	95.8	95.8	91.3	86.3	77.9	82.8	91.1	111.7	131.0	123.2	115.2
Montana	100.0	94.0	93.5	94.3	96.0	97.9	100.0	101.9	103.8	105.4	106.0	103.1	104.1
Nevada	100.0	97.2	95.8	95.4	97.2	99.5	102.0	102.9	103.2	102.3	101.5	102.0	100.6
New Mexico	100.0	96.9	96.5	97.6	98.5	99.1	100.4	101.5	101.7	101.5	102.2	102.4	102.0
Utah	100.0	94.1	95.2	96.0	97.7	98.6	100.1	103.2	103.6	103.1	104.1	101.7	102.6
Wyoming	100.0	94.4	94.1	93.8	96.9	98.4	99.2	100.7	100.3	108.2	107.6	103.8	102.4
PACIFIC													
California	100.0	95.8	96.7	97.6	99.9	100.6	100.2	100.5	100.8	100.9	105.4	102.9	98.9
Oregon	100.0	92.9	92.3	92.9	94.1	95.4	97.4	99.3	112.7	109.6	110.6	102.2	100.5
Washington	100.0	90.8	89.6	89.5	90.3	92.5	95.3	100.5	103.6	115.3	121.8	110.1	100.7

Ratios for months with highest employment are underscored.

EMPLOYMENT AND PAY ROLL FOR ONE WEEK

In this census, information was obtained for the first time from the various wholesale establishments relative to employment and pay roll for a representative week. Each establishment was asked to report the actual employment and pay roll for the week ending October 26, 1935, or in the case of a highly seasonal business, for a week of normal employment during the busy season. The respondent was further requested to classify the employees for the week as executives and salaried corporation officers, office and clerical, inside selling, outside selling, warehouse and other employees and to report, for full-time and part-time separately, the number and pay roll.

The classification of employees according to the different occupational groups was not always clear-cut or absolute. Many workers perform a variety of functions. An employee in a small wholesale house may be bookkeeper, telephone salesman and warehouseman. However, it was necessary to classify him in only one group based upon the function which demanded the major portion of his time. While, with minor exceptions, all wholesale establishments were able to supply employment figures for the week as a whole, somewhat less than the total number classified their employees by occupational groups. Establishments reporting a total for the week and those which were able to provide the information by functional classes are shown separately in Table 3A. To provide more reliable information on average weekly wage rates, the data are presented by types of operation. Only the full-time employees are analyzed by occupational groups (Table 3B). Average weekly wages for part-time employees would have little significance, as the length of time that they were employed is not available.

Full-Time Employees Predominate

Of the 88,931 full-service and limited-function wholesalers in the United States in 1935, 79,510 reported paid employees in addition to proprietors and partners or non-salaried members of their families. These 79,510 establishments employed 806,307 persons for a representative week, 749,829, or 93 percent, of whom were engaged on a full-time basis. Further evidence of the predominance of full-time employment is found in the fact that for this type of wholesale establishment full-time pay roll accounted for 97.3 percent of the total for the week.

Less than 3 percent of the employees of manufacturers' sales branches were engaged on a part-time basis, while for manufacturers' sales offices, the number was less than 2 percent of the total. In the case of bulk tank stations, the part-time employees accounted for 4 percent of the paid personnel.

It is interesting to note that only 13,784 of the 18,147 agents or brokerage establishments reported paid personnel for a representative week. These 13,784 establishments engaged 82,807 persons, 15.8 percent of whom were part-time.

Employment and pay roll for one week are summarized by types of operation below:

Type of operation	Total number of establishments	Establishments reporting employees for a representative week: Number of establishments	Full-time employees: Number	Full-time employees: Pay roll	Part-time employees: Number	Part-time employees: Pay roll
Full-service and limited-function wholesalers	88,931	79,510	749,829	$22,931,383	56,478	$630,505
Manufacturers' sales branches (with stocks)	11,634	11,608	213,037	8,011,250	5,708	80,980
Manufacturers' sales offices (without stocks)	4,196	4,168	43,164	2,059,944	692	16,154
Bulk tank stations (Petroleum) 1/	20,897	20,178	88,735	2,903,887	3,840	49,509
Agents and brokers	18,147	13,784	69,723	2,637,524	13,084	140,181

1/ Does not include commission stations.

Occupational Groups For Full-Service And Limited-Function Wholesalers

Of the 678,064 full-time employees of full-service and limited-function wholesalers which were reported by occupational groups, 57,626, or 8.5 percent were executives and salaried corporation officers; 151,418, or 22.3 percent, office and clerical employees; 59,898, or 8.8 percent, inside selling employees; 134,305, or 19.8 percent, outside selling employees; 133,139, or 19.7 percent, warehouse employees; while 141,678, or 20.9 percent were classified as "other employees".

The highest paid employees were the executives and salaried corporation officers at $78.69 per week followed in order by outside salesmen at $38.52, house salesmen at $27.90, office and clerical employees at $24.67, while warehousemen and other employees were lowest with less than $21.00 per week.

A summary of the number of full-time employees of full-service and limited-function wholesalers by occupational groups follows:

Occupational group	Employees: Number	Employees: % of total	Pay roll for one week: Amount	Pay roll for one week: % of total	Average wage per employee
United States Total	749,829		$22,931,383		$30.58
Not analyzed by groups	71,765		2,100,768		29.27
Analyzed by groups	678,064	100.0	20,830,615	100.0	30.72
Executives and salaried corporation officers	57,626	8.5	4,534,570	21.8	78.69
Office and clerical employees	151,418	22.3	3,735,262	17.9	24.67
Inside selling employees	59,898	8.8	1,671,038	8.0	27.90
Outside selling employees	134,305	19.8	5,172,984	24.8	38.52
Warehouse employees	133,139	19.7	2,789,346	13.4	20.95
Other employees	141,678	20.9	2,927,415	14.1	20.66

Selling Employees Predominate

Of the 5 types of operation for which full-time employees are studied by occupational groups, the number of selling employees (inside and outside combined) leads in all but one. For full-service and limited-function wholesalers they account for 28.6 percent of the total, or slightly in excess of one out of four. For manufacturer' sales branches they account for 37.5 percent or 3 out of 8; for manufacturers' sales offices and bulk tank stations they exceed 40 percent of the total or 2 out of 5. In the case of agents and brokers their number is exceeded by the office and clerical group.

Executives and salaried corporation officers are the least numerous, their percentage of total ranging from 2.2 for manfacturers' sales branches to 12.8 for agents and brokers. In the latter case their number exceeds that of the inside selling and of the warehouse employees.

Office and clerical employees are the second most numerous class, accounting for 22.3 percent of the total for full-service and limited-function wholesalers; 28.9 percent for manufacturers' sales branches; 40.3 percent for manufacturers' sales offices; and 38.4 percent for agents and brokers. In the case of bulk tank stations, their number is exceeded by "other employees", as well as the selling group.

The number of warehouse employees attains importance only in the case of full-service and limited-function wholesalers, manufacturers' sales branches and bulk tank stations.

The number of full-time employees for the various occupational groups, expressed as a percent of the total for each of the 5 types of operation, is given below:

Occupational group	Full-service and limited-function wholesalers	Mfrs'. sales branches	Mfrs'. sales offices	Bulk tank stations	Agents and brokers
Total	100.0	100.0	100.0	100.0	100.0
Executives and salaried corporation officers	8.5	2.2	3.6	3.6	12.8
Office and clerical employees	22.3	28.9	40.3	15.4	38.4
Inside selling employees	8.8	4.3	5.5	3.7	6.3
Outside selling employees	19.8	33.2	43.0	37.2	19.5
Warehouse employees	19.7	16.5	--	14.1	9.5
Other employees	20.9	14.9	7.6	26.0	13.5

Occupational Groups by Types of Operation

A study of the occupational groups by types of operation shows, except for executives and salaried corporation officers, that outside selling employees are the highest paid personnel for all types of operation. Inside selling employees are second in order, but in the case of bulk tank stations, their weekly earnings are only slightly in excess of those for office and clerical employees, reflecting to some extent, the similarity of their duties. The weekly wage rates indicate that there is a more clear-cut distinction between outside and inside selling employees of full-service and limited-function wholesalers ($38.52 as compared with $27.90) than for manufacturers' sales branches ($48.93 as compared with $42.34). The next most specialized group is office and clerical, whose rates exceed those for warehouse and "other employees" for each of the types of operation but one. Little difference is found between the wages of warehouse and "other employees".

In general, it would appear that manufacturers select experienced or highly trained personnel for their branches and offices. The weekly wages for the various occupational groups for these types of establishments exceed, as a rule, those paid by full-service and limited-function wholesalers, bulk tank stations and by agents and brokers.

A summary of the weekly wages of the various occupational groups by types of operation follows:

Occupational group	Full-service and limited-function wholesalers	Manufacturers' sales branches	Manufacturers' sales offices	Bulk tank stations	Agents and brokers
Office and clerical employees	$24.67	$29.02	$31.53	$31.02	$26.75
Inside selling employees	27.90	42.34	44.00	31.72	42.04
Outside selling employees	38.52	48.93	59.35	36.92	47.06
Warehouse employees	20.95	25.17	--	27.82	20.12
Other employees	20.66	27.51	36.41	28.13	19.73

Wage Rates by States

For convenience in comparing wage rates by States and geographic divisions, Table C is given on the following page. In this table are presented the average weekly wages of office and clerical, inside selling, outside selling, warehouse and other employees of full-service and limited-function wholesalers for each State.

In evaluating the rates, some consideration should be given to differences in the kinds of business which compose the wholesale trade of the various States. Some kinds of business require more technical and highly trained employees than others and their presence or absence affects the totals. Likewise, the presence of large cities tends to increase the weekly wage rates.

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TABLE C.-- FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS

AVERAGE WEEKLY WAGE PER FULL-TIME EMPLOYEE, AS REPORTED BY OCCUPATIONAL GROUPS, BY STATES

(Figures are for week ending October 26, 1935, except where such period was not representative. In such cases, one week of representative employment is given.)

Division and State	Average Weekly Wage				
	Office and clerical employees	Inside selling employees	Outside selling employees	Warehouse employees	Other employees
UNITED STATES	$24.67	$27.90	$38.52	$20.95	$20.66
NEW ENGLAND	23.05	27.62	37.14	21.87	21.90
Connecticut	22.55	29.30	35.58	18.86	21.15
Maine	20.84	22.73	35.60	19.10	20.80
Massachusetts	23.83	28.60	38.22	23.21	22.58
New Hampshire	21.52	24.49	32.81	23.14	20.54
Rhode Island	20.97	24.74	35.59	19.92	20.34
Vermont	21.19	22.44	32.28	21.93	21.72
MIDDLE ATLANTIC	25.44	31.24	42.96	22.97	23.50
New Jersey	24.23	28.01	36.67	21.75	21.97
New York	25.87	33.42	43.05	22.96	24.50
Pennsylvania	24.18	27.04	44.79	23.42	21.42
EAST NORTH CENTRAL	24.01	26.88	38.04	20.88	21.48
Illinois	24.95	29.19	39.81	21.03	22.19
Indiana	20.66	23.18	32.88	18.50	19.55
Michigan	23.95	25.76	38.84	21.01	20.78
Ohio	24.08	26.11	37.93	21.13	21.26
Wisconsin	22.46	26.12	35.27	21.20	22.38
WEST NORTH CENTRAL	23.76	26.24	36.22	20.21	20.43
Iowa	22.89	24.49	33.62	18.75	18.63
Kansas	22.84	23.49	34.09	20.09	21.23
Minnesota	24.09	28.07	36.94	22.30	21.38
Missouri	24.21	26.63	36.55	19.86	20.55
Nebraska	23.34	25.87	38.85	19.17	20.75
North Dakota	23.55	24.98	36.21	19.90	19.92
South Dakota	20.22	24.82	36.20	15.83	12.45
SOUTH ATLANTIC	23.79	24.55	35.90	18.41	15.21
Delaware	20.59	24.66	36.21	18.81	18.68
District of Columbia	26.85	28.98	34.87	23.54	19.42
SOUTH ATLANTIC (continued)					
Florida	$23.41	$22.43	$33.27	$17.87	$15.10
Georgia	24.92	24.43	37.74	16.43	11.52
Maryland	21.82	25.11	33.30	17.89	17.66
North Carolina	23.66	22.36	35.26	16.79	13.75
South Carolina	23.57	22.91	32.54	16.54	12.50
Virginia	23.20	26.21	38.44	18.64	14.49
West Virginia	25.03	23.71	41.16	20.34	19.66
EAST SOUTH CENTRAL	23.53	23.54	35.10	15.81	13.93
Alabama	24.79	23.00	37.14	15.57	13.38
Kentucky	22.49	22.29	32.95	16.42	14.40
Mississippi	23.36	22.16	33.09	13.43	12.18
Tennessee	23.63	25.13	36.05	16.14	14.32
WEST SOUTH CENTRAL	24.68	25.36	34.88	17.36	13.71
Arkansas	23.11	24.65	34.70	15.41	14.64
Louisiana	24.00	26.62	34.71	17.01	14.61
Oklahoma	25.58	25.75	36.19	18.20	18.88
Texas	25.02	24.88	34.61	17.67	12.66
MOUNTAIN	24.35	25.70	36.56	20.75	21.91
Arizona	26.33	24.97	33.87	20.29	22.22
Colorado	23.12	24.03	35.99	18.90	20.41
Idaho	25.47	24.77	34.04	22.90	21.24
Montana	24.53	27.65	36.64	23.55	25.61
Nevada	31.10	33.74	33.97	26.67	24.61
New Mexico	26.49	25.65	37.04	20.47	20.24
Utah	23.77	25.65	39.00	20.52	22.16
Wyoming	27.29	33.67	38.71	22.73	26.36
PACIFIC	26.56	29.52	37.07	23.35	24.86
California	26.78	29.82	36.57	23.45	24.21
Oregon	26.09	29.03	36.82	23.20	25.54
Washington	25.82	28.30	39.92	22.98	27.90

For number of employees and pay roll, see United States Summary Table 3-B.

Employment By Sex

Each wholesale establishment was also asked to report the number of paid employees for the representative week by sex. As would be expected, the number of males predominates heavily. Of the total of 1,374,565 reported for the week, 18.6 percent, or less than one out of five, are females. The ratio of the number of women to the total varies with the kind of business from a low of 5.7 percent for petroleum and its products to 43.6 percent for drugs and drug sundries (specialty lines). The number of women accounts for more than 25 percent of the total for each of the following trades: amusement and sporting goods; clothing and furnishings; drugs and drug sundries (specialty lines); dry goods (specialty lines); general merchandise; and jewelry and optical goods.

The total number of employees together with the percent women are summarized by kind-of-business groups below:

Kinds of business	Total number of employees*	Percent women
Total	1,374,565	18.6
Amusement and sporting goods	19,816	35.2
Automotive	77,415	13.7
Beer, wines and liquors	41,627	13.1
Chemicals and paints	26,290	20.9
Clothing and furnishings	40,558	29.9
Coal and coke	14,020	16.3
Drugs (full line)	15,396	23.9
Drugs and drug sundries (specialty lines)	16,785	43.6
Dry goods (full line)	14,838	19.5
Dry goods (specialty lines)	35,988	26.0
Electrical goods	42,209	21.2
Farm products-raw materials	98,250	18.4
Farm products-consumer goods	170,392	19.2
Farm supplies	18,208	22.0
Furniture and house furnishings	19,047	24.1
General merchandise	10,523	28.9
Groceries (full line)	69,062	13.8
Groceries and foods (specialty lines)	163,320	19.7
Hardware	32,948	17.4
Jewelry and optical goods	15,079	25.7
Lumber and construction materials	41,482	12.8
Machinery, equipment and supplies	116,726	18.2
Metals and metal work (except scrap)	25,556	17.0
Paper and its products	32,491	21.2
Petroleum and its products	98,443	5.7
Plumbing and heating equipment and supplies	26,053	16.0
Tobacco and its products (except leaf)	19,955	14.2
Waste materials	32,236	17.0
All other	39,852	23.4

* Includes employees of assemblers but not of commission bulk tank stations.

Employment Of Women, By States

The ratio of women to the total number of employees varies considerably among the States. It was as low as 6.0 percent, or one out of 16, in North Dakota and as high as 25.6 percent, or one out of four, in the State of Washington. In the following States the number of females constitutes less than 10 percent of the total: North Dakota, Arkansas, Arizona, Nevada, New Mexico, and Wyoming. On the other hand, they constitute more than 20 percent in the following six States: New York, North Carolina, Virginia, California, Oregon and Washington.

The total number of employees together with the percent females are shown by geographic divisions and States below:

Geographic division and State	Total employees*	Percent women
UNITED STATES	1,374,565	18.6
NEW ENGLAND	85,164	17.4
Connecticut	13,731	18.2
Maine	6,970	12.4
Massachusetts	53,411	18.5
New Hampshire	2,241	13.2
Rhode Island	6,559	16.2
Vermont	2,252	11.3
MIDDLE ATLANTIC	366,664	20.7
New Jersey	27,653	13.3
New York	254,505	22.8
Pennsylvania	84,506	16.7
EAST NORTH CENTRAL	277,881	17.8
Illinois	109,614	19.2
Indiana	24,434	13.2
Michigan	44,945	19.5
Ohio	72,526	16.7
Wisconsin	26,362	15.6
WEST NORTH CENTRAL	153,696	15.4
Iowa	21,654	13.8
Kansas	13,490	10.0
Minnesota	34,495	15.8
Missouri	58,868	18.7
Nebraska	14,435	14.3
North Dakota	5,693	6.0
South Dakota	5,061	11.5
SOUTH ATLANTIC	141,491	18.9
Delaware	2,016	14.9
District of Columbia	8,510	13.8
Florida	23,872	16.6
Georgia	21,334	19.9
Maryland	21,317	19.4
North Carolina	23,888	21.7
South Carolina	8,250	14.7
Virginia	22,837	23.8
West Virginia	9,467	12.0
EAST SOUTH CENTRAL	63,671	14.9
Alabama	11,527	13.7
Kentucky	23,179	16.4
Mississippi	6,047	12.5
Tennessee	22,918	14.7
WEST SOUTH CENTRAL	89,081	14.3
Arkansas	6,371	9.0
Louisiana	18,756	14.9
Oklahoma	14,263	11.0
Texas	49,691	15.7
MOUNTAIN	31,969	13.8
Arizona	3,074	9.2
Colorado	10,961	16.2
Idaho	4,507	14.0
Montana	4,503	12.4
Nevada	674	8.3
New Mexico	1,492	9.6
Utah	5,816	15.1
Wyoming	942	9.4
PACIFIC	164,948	22.3
California	123,431	21.6
Oregon	12,737	22.0
Washington	28,780	25.6

* Includes employees of assemblers but not of commission bulk tank stations.

DESCRIPTION OF TERMS

To assist in the understanding of the data in this report, the following explanation of terms is given.

WHOLESALE ESTABLISHMENTS.--Wholesale establishments, as the term is used here, are places of business engaged primarily in selling, or acting as agents in purchasing or selling, goods on a wholesale basis. In addition to the conventional types of wholesalers, the number includes producer-controlled selling branches and offices, agents and brokers, bulk tank stations and assemblers of farm products with established places of business.

Selling on a wholesale basis is selling primarily to retailers, institutions, industrial users and other wholesale organizations, for resale or further processing or business use, rather than for personal or household consumption.

For census purposes, the number of wholesalers does not include peddlers or others selling at wholesale without recognizable places of business; nor establishments engaged in wholesaling as a secondary activity; nor central administrative offices of wholesale concerns when reported as separate establishments. Wholesaler-retailers are included if more than half of their business is at wholesale.

ACTIVE PROPRIETORS AND FIRM MEMBERS.--The number of proprietors includes owners or partners of unincorporated businesses devoting the major portion of their time to the operation of the business. Although they are actively engaged in the business, their number is not included in the count of employees, nor is their compensation included in pay roll. Executives of corporations are classified as employees, not as proprietor-owners.

EMPLOYEES.--This term includes the number of full-time and part-time paid employees of wholesale establishments, including salaried corporation officers and executives. The average is arrived at by totalling the number reported monthly (for the pay period ending nearest the 15th of each month) and dividing the sum by 12. Active proprietors and firm members of unincorporated businesses are not included in the count of employees.

PAY ROLL.--Pay roll is the total compensations (salaries, wages, bonuses and commissions) paid to the various classes of employees.

FULL-TIME AND PART-TIME EMPLOYEES.--For the purposes of this inquiry, respondents were requested to report persons regularly working four or more hours per day, or more than three full days per week, as full-time employees, and all others as part-time employees. Nevertheless, there is some overlapping between full-time and part-time employment due to lack of common usage of terms. The term part-time employees is frequently used, particularly in the seasonal trades, with reference to persons engaged for a fraction of the year rather than a part of the week. Except for the farm products trade, however, it is thought that the amount of overlapping represents only a negligible portion of the total.

EMPLOYMENT AND PAY ROLL BY OCCUPATIONAL GROUPS.--In order to provide a better understanding of employment and pay roll of wholesale establishments, each respondent was asked to classify his employees by occupational groups, full-time and part-time employees separately. Data on the number of employees and pay roll for one week were obtained for the following groups: executives and salaried corporation officers; office and clerical employees; inside selling employees; outside selling employees; warehouse employees; and other employees. Where an employee performed a variety of functions and could thus be identified with more than one group, the respondent was instructed to classify him on the basis of the function requiring the major portion of his time in 1935.

EXECUTIVES.--This group includes two types of employees: (a) salaried officers of corporations, such as the president, vice-president, secretary and treasurer of the corporation, the general auditor and other persons appointed by the board of directors; (b) other hired executives such as office managers, sales managers, credit managers and others who devote the major portion of their time to responsible administrative and supervisory duties.

OFFICE AND CLERICAL.--Here are included stenographers, office secretaries, bookkeepers, accountants, clerks and other so-called "white-collar workers", except warehouse and shipping clerks.

INSIDE SELLING.--House salesmen and others devoting all or the major part of their time inside the establishment meeting prospective customers and making sales, including sales by telephone and letter, are included here.

OUTSIDE SELLING.--This group includes travelling or road salesmen, and specialty salesmen who operate from the establishment as headquarters but who spend a minor portion of their time inside. Both commission and salaried salesmen are included. Manufacturers' agents and combination salesmen or other sales representatives who are in business for themselves, however, are excluded.

WAREHOUSE EMPLOYEES.--The term includes persons engaged at the warehouse or in the stockroom, such as warehouse supervisors, shipping clerks, stockmen, packers, loaders, etc. Employees handling goods which are stored outside are classed as other employees.

OTHER EMPLOYEES.--In general, two types of employees are included under this classification: (a) those performing duties which could not properly be classified elsewhere (maintenance employees, char women, elevator operators, truck drivers, yard employees, salvage employees, service men, etc.); (b) those performing functions falling within two or more of the classifications described above, no one of which dominated. The latter is particularly true of smaller houses where employees divided their time among several activities such as inside selling, warehousing and delivering.

REPRESENTATIVE WEEK.--For the purposes of reporting employees and pay roll by occupational classes, the week ending October 26 was selected as fairly representative for wholesale trade. It was recognized, however, that for certain seasonal businesses October is a month of low employment. Such businesses were requested to report one week of normal employment during their active season. In most such cases this was interpreted as meaning the week of maximum or near maximum employment. Inasmuch as each establishment engaged in a seasonal business reported for its busy season, the totals as shown for one week in Table 3A are in excess, in general, of the number of employees for any one month as shown in Table 2. The fact that the representative week chosen was in the month of October, a month of high employment, is also a contributing factor to this difference.

TYPES OF OPERATION

In presenting the data, wholesale establishments have been divided, according to the type of establishment or the nature of the function performed, into 6 groups as described below. Establishments engaged in more than one type of operation are classified according to their major activity in 1935.

1. Full-Service and Limited-Function Wholesalers.--The first of the six functional type groups consists of full-service and limited-function wholesalers including exporters, importers and industrial distributors--establishments engaged in buying and selling goods on their own account and largely independent in ownership. Establishments in this classification usually warehouse the goods which they distribute, and sell primarily to retailers, although some handle goods which are sold chiefly to industrial users.

The leading type of establishment in this group is the conventional wholesale merchant, who accounts for 88 percent of the establishments and 82 percent of net sales. The term covers most full-function wholesalers operating primarily in the domestic market. Wholesale merchants buy and sell merchandise on their own account; carry stocks in their places of business; assemble in large lots and redistribute, usually through salesmen, in smaller quantities; extend credit to customers; and render advice to the trade. Although they sell primarily to retailers, substantial quantities of merchandise are sold by them to industrial and commercial users, (such as restaurants, hotels, institutions, public utilities, manufacturers) and to other wholesalers.

For census purposes no distinction is made between the terms wholesale merchant and jobber.

2. Manufacturers' Sales Branches (with stocks).--This classification consists of wholesale outlets owned and operated by manufacturers apart from their plants, primarily for the purposes of carrying stocks, selling and delivering their own products. Sales of manufacturers' sales branches include bookings (sales for direct delivery from plant) as well as sales from stocks at the branches. Subsidiary sales corporations of manufacturers have been classified as full-service and limited-function wholesalers rather than manufacturers' sales branches.

3. Manufacturers' Sales Offices (without stocks).--The third type of operation consists of establishments maintained by manufacturers apart from their plants for the purpose of selling their products. Sales offices are distinguished from sales branches by the fact that they do not include facilities for the physical storage, handling and delivery of merchandise.

4. Bulk Tank Stations.--For census purposes bulk tank stations are wholesale establishments engaged primarily in storing and distributing gasoline, oil and other petroleum products. The classification includes bulk stations servicing retail filling stations owned by the same organization, as well as stations selling to independent retailers or industrial users. It embraces stations independently owned and operated, chain-operated stations, and commission stations owned by chains but operated by managers with a proprietary interest.

The operators of commission bulk tank stations are paid in the form of commissions, which include indeterminate amounts for overhead and delivery costs as well as pay roll of employees hired by them and compensation for their personal services. Inasmuch as it has been impracticable to obtain their employment and pay roll, commission bulk tank stations are omitted altogether from Tables 2 and 3. An estimate of their employment is included in the text table on Page 8.

5. Agents and Brokers (functional middlemen).--The fifth type group includes middlemen who negotiate purchases and/or sales in domestic or foreign trade, but who do not, as a rule, take title to the goods. A chief additional function is to furnish marketing information. They commonly receive their remuneration in the form of commissions or fees. This classification includes auction companies, merchandise brokers, commission merchants, export agents, import agents, manufacturers' agents, selling agents, purchasing agents, and resident buyers.

6. Assemblers.--The sixth group includes establishments engaged primarily in the purchase or sale of farm products at local producing points or in cities convenient to producing regions. The emphasis is on the buying phase, since it is the principal function of these organizations to assemble and concentrate farm products which are produced on a relatively small scale into quantities large enough for economical shipment and handling. Most assemblers operate in what may be termed the local growers' markets. The classification includes firms and individuals who do business on their own account, as well as those who operate on a salary or commission basis for others. Under this heading are included cream stations, cooperative marketing associations, grain elevators, packers and shippers of fruits and vegetables and sea foods, as well as other country buyers of farm products.

For a more detailed discussion of the types of operation, see Volumes I or II.

KINDS OF BUSINESS

In addition to being classified according to functional type, each establishment is also classified by kind of business (drugs, groceries, hardware, etc.) according to the principal lines of merchandise dealt in or the usual trade designation. All wholesale establishments are divided into 29 major kind-of-business groups. These 29 groups are comprised of 142 detailed classifications according to the degree of merchandise specialization. A complete list of kinds of business together with an explanation of the method of classification is given in Volumes I and II.

TABLE 1

This table presents in summary for the United States the data on number of establishments, net sales, operating expenses, personnel, pay roll and stocks for 6 types of operation, each by 29 kind-of-business groups. It is included here for convenience in studying employment and pay roll as related to sales, expenses, stocks, etc.

CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
UNITED STATES	176,756	$42,802,913	$4,163,480	97,225	1/ 1,260,553	1/ $2,022,262	1/ $1,976,337	1/ $45,925	2/ $3,106,609
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	88,931	17,661,691	2,228,347	61,586	759,556	1,162,275	1,139,130	23,145	2,067,649
MANUFACTURERS' SALES BRANCHES (With stocks)	11,634	7,446,014	881,155	299	211,280	402,706	398,738	3,968	596,558
MANUFACTURERS' SALES OFFICES (Without stocks)	4,196	3,620,074	239,889	149	42,895	106,093	105,266	827	--
BULK TANK STATIONS (PETROLEUM)	27,333	2,704,047	391,095	3,546	1/	1/	1/	1/	157,687
AGENTS AND BROKERS	18,147	8,908,076	256,749	14,950	68,285	129,866	125,415	4,451	89,565
ASSEMBLERS	26,515	2,463,011	166,245	16,695	87,378	74,401	62,827	11,574	195,150
BY KINDS OF BUSINESS:									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	88,931	17,661,691	2,228,347	61,586	759,556	1,162,275	1,139,130	23,145	2,067,649
Amusement and sporting goods	1,068	117,045	21,308	641	7,076	12,092	11,811	281	14,223
Automotive	5,672	780,424	131,401	3,363	49,514	75,276	74,539	737	107,830
Beer, wines and liquors	5,496	698,511	91,814	4,298	31,380	43,682	42,485	1,197	55,043
Chemicals and paints	1,426	275,301	46,008	627	10,741	20,530	20,191	339	32,559
Clothing and furnishings	3,960	648,881	88,577	3,177	25,383	46,350	45,761	589	73,495
Coal and coke	773	368,695	34,955	292	8,847	16,464	15,861	603	26,052
Drugs (full line)	295	324,113	41,274	36	15,077	22,465	22,399	66	55,348
Drugs and drug sundries (specialty lines)	1,268	123,469	25,760	774	8,010	12,420	12,212	208	13,206
Dry goods (full line)	306	265,724	38,426	164	14,272	22,030	21,944	86	46,295
Dry goods (specialty lines)	3,301	719,676	82,228	2,477	22,652	43,398	42,919	479	118,548
Electrical goods	2,438	576,542	99,460	1,051	30,088	52,495	51,924	571	75,424
Farm products - raw materials	2,199	1,562,487	105,198	1,557	21,693	34,200	31,953	2,247	235,379
Farm products - consumer goods	11,188	1,941,059	213,552	10,128	77,316	107,165	104,118	3,047	47,140
Farm supplies	1,433	281,731	35,100	892	12,739	16,566	15,840	726	33,213
Furniture and house furnishings	1,959	243,457	43,345	1,335	13,978	23,106	22,737	369	50,742
General merchandise	209	361,647	28,076	122	9,266	13,942	13,782	160	34,052
Groceries (full line)	3,833	1,953,762	173,757	1,443	67,563	98,077	97,352	725	242,071
Groceries and foods (specialty lines)	12,156	1,682,961	209,791	10,434	79,646	108,429	105,838	2,591	132,811
Hardware	1,129	428,249	77,981	454	30,741	46,178	45,851	327	106,980
Jewelry and optical goods	1,801	180,685	35,481	1,300	11,105	19,185	18,973	212	47,213
Lumber and construction materials	2,817	491,857	82,051	1,251	27,245	42,813	40,839	1,974	63,652
Machinery, equipment and supplies	7,198	835,647	171,511	3,705	57,140	95,410	93,625	1,785	157,474
Metals and metal work (except scrap)	810	281,996	37,315	307	10,623	19,324	19,026	298	39,939
Paper and its products	2,549	408,935	74,843	1,417	25,605	44,459	43,957	502	57,933
Petroleum and its products	674	132,399	17,137	389	4,437	8,089	7,977	112	6,485
Plumbing and heating eqpt. and spls.	1,743	243,173	48,202	636	16,919	26,851	26,396	455	50,812
Tobacco and its products (except leaf)	2,253	783,368	42,853	1,859	14,687	21,547	21,315	232	40,902
Waste materials	4,793	399,664	58,093	4,405	29,461	30,482	29,230	1,252	34,117
All other	4,184	550,233	72,850	3,052	26,352	39,250	38,275	975	68,711
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	11,634	7,446,014	881,155	299	211,280	402,706	398,738	3,968	596,558
Amusement and sporting goods	241	102,090	19,228	--	5,456	9,304	9,282	22	11,836
Automotive	896	1,261,865	90,159	6	23,611	45,242	44,867	375	68,563
Beer, wines and liquors	377	265,812	37,390	6	5,284	11,533	11,468	65	19,759
Chemicals and paints	561	427,535	64,137	12	10,945	25,427	25,179	248	36,117
Clothing and furnishings	345	282,163	34,296	82	8,205	18,195	18,092	103	38,915
Coal and coke	10	8,331	1,470	--	359	694	692	2	261
Drugs and drug sundries	270	128,468	33,997	11	7,050	13,566	13,544	22	11,924
Dry goods	208	180,322	19,532	28	4,690	10,207	10,163	44	36,700
Electrical goods	428	349,819	31,685	6	7,832	17,676	17,554	122	21,800
Farm products - consumer goods	327	71,570	17,555	5	4,313	7,129	7,056	73	2,527
Farm supplies	74	31,785	4,831	2	917	1,830	1,815	15	2,679
Furniture and house furnishings	250	78,959	10,888	17	2,473	4,980	4,921	59	8,739
Groceries and foods (specialty lines)	3,102	2,252,166	202,190	32	51,576	87,265	86,224	1,041	82,245
Hardware	62	18,327	2,770	1	714	1,453	1,443	10	3,954
Jewelry and optical goods	249	91,458	10,921	10	3,102	5,366	5,357	9	11,405
Lumber and construction materials	261	112,792	18,684	8	5,510	10,253	9,816	437	13,485
Machinery, equipment and supplies	2,642	693,362	145,642	28	43,085	83,199	82,282	917	112,269
Metals and metal work (except scrap)	271	243,350	23,986	5	7,041	12,685	12,615	70	42,027
(continued)									

* Includes no compensation for proprietors and firm members of unincorporated businesses. 1/ Inasmuch as it was impracticable to obtain employment and pay-roll for commission bulk tank stations, these data are not included. 2/ Includes stocks not owned but held on consignment valued at $124,872,000.

CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY (Continued)

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (continued)									
Paper and its products	206	$150,420	$18,490	6	4,433	$9,168	$9,148	$20	$14,354
Petroleum and its products	56	18,175	3,801	--	814	1,910	1,904	6	1,981
Plumbing and heating eqpt. and spls.	367	102,251	21,310	8	6,313	9,701	9,461	240	17,885
Tobacco and its products (except leaf)	65	407,526	50,103	7	3,380	7,007	7,007	--	12,261
All other	366	167,468	18,090	19	4,177	8,916	8,848	68	24,872
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	4,196	3,620,074	239,889	149	42,895	106,093	105,266	827	--
Amusement and sporting goods	140	119,173	19,265	1	5,552	10,311	10,309	2	--
Automotive	36	53,549	3,575	--	688	1,687	1,686	1	--
Beer, wines and liquors	37	81,280	9,248	--	928	2,470	2,470	--	--
Chemicals and paints	209	190,157	18,822	1	2,484	7,164	7,127	37	--
Clothing and furnishings	208	101,042	7,572	52	1,286	3,823	3,784	39	--
Coal and coke	6	11,526	348	--	48	136	136	--	--
Drugs and drug sundries (specialty lines)	31	9,940	2,135	8	518	1,024	1,014	10	--
Dry goods (specialty lines)	133	225,476	8,182	9	1,685	4,491	4,472	19	--
Electrical goods	263	137,180	8,367	1	1,655	4,377	4,285	92	--
Farm products - consumer goods	5	3,350	696	--	57	109	109	--	--
Farm supplies	33	17,043	2,293	1	343	673	651	22	--
Furniture and house furnishings	114	56,079	4,547	17	598	1,643	1,635	8	--
Groceries and foods (specialty lines)	206	253,777	34,223	6	3,243	7,010	7,004	6	--
Hardware	31	10,072	926	1	216	541	540	1	--
Jewelry and optical goods	41	6,515	644	7	146	402	400	2	--
Lumber and construction materials	277	169,299	18,868	6	4,421	9,994	9,932	62	--
Machinery, equipment and supplies	1,146	492,453	31,111	19	6,714	17,847	17,616	231	--
Metals and metal work (except scrap)	476	1,021,883	29,371	4	5,502	15,703	15,625	78	--
Paper and its products	181	136,843	7,988	3	1,069	3,282	3,195	87	--
Petroleum and its products	25	46,880	7,017	1	955	2,350	2,350	--	--
Plumbing and heating eqpt. and spls.	178	22,954	3,130	3	666	1,497	1,441	56	--
Tobacco and its products (except leaf)	128	316,336	7,993	1	1,356	2,781	2,781	--	--
All other	292	137,267	13,568	8	2,765	6,778	6,704	74	--
BULK TANK STATIONS									
Petroleum and its products	27,333	2,704,047	391,095	3,546	1/	1/	1/	1/	157,687
AGENTS AND BROKERS	18,147	8,908,076	256,749	14,950	68,285	129,866	125,415	4,451	89,565
Amusement and sporting goods	245	23,931	3,277	216	807	1,542	1,514	28	333
Automotive	448	68,681	4,038	397	995	1,691	1,647	44	2,423
Beer, wines and liquors	73	21,473	916	49	230	482	477	5	334
Chemicals and paints	420	98,427	9,857	290	1,083	2,540	2,460	80	1,557
Clothing and furnishings	1,203	417,123	13,033	1,133	3,734	7,807	7,722	85	786
Coal and coke	440	427,346	25,300	82	3,874	10,087	9,911	176	12,443
Drugs and drug sundries (specialty lines)	140	26,894	1,854	123	643	1,078	1,071	7	194
Dry goods (full line)	14	23,061	289	11	78	174	173	1	5
Dry goods (specialty lines)	938	1,015,100	28,403	814	5,851	15,817	15,723	94	12,528
Electrical goods	638	45,863	3,367	534	1,221	1,832	1,775	57	1,762
Farm products - raw materials	3,010	2,710,088	44,692	2,976	16,987	22,004	20,147	1,857	20,151
Farm products - consumer goods	1,484	766,282	28,907	1,182	8,123	14,989	14,420	569	5,109
Farm supplies	287	87,342	2,218	249	529	975	948	27	342
Furniture and house furnishings	428	75,283	4,026	362	1,181	2,352	2,278	74	1,485
General merchandise	69	66,475	2,430	57	658	1,477	1,450	27	245
Groceries (full line)	21	11,565	262	17	79	135	135	--	120
Groceries and foods (specialty lines)	2,219	1,796,819	26,516	1,743	7,044	14,602	14,408	194	11,233
Hardware	288	32,508	2,099	254	648	1,103	1,061	42	428
Jewelry and optical goods	124	6,682	429	119	117	216	213	3	298
Lumber and construction materials	794	139,147	8,632	553	2,228	4,315	4,103	212	1,062
Machinery, equipment and supplies	2,496	210,757	20,400	1,922	5,529	11,262	10,795	467	5,237
Metals and metal work (except scrap)	377	173,229	5,178	282	1,068	2,844	2,731	113	1,324
Paper and its products	250	38,989	2,014	233	542	1,084	1,055	29	162
Petroleum and its products	109	72,733	1,729	63	327	867	841	26	144
Plumbing and heating eqpt. and spls.	427	25,790	2,680	313	888	1,462	1,409	53	636
Tobacco and its products (except leaf)	9	1,529	49	10	12	26	26	--	1
Waste materials	112	40,369	1,930	59	310	901	891	10	558
All other	1,084	484,590	12,224	907	3,499	6,202	6,031	171	8,665
ASSEMBLERS	26,515	2,463,011	166,245	16,695	87,378	74,401	62,827	11,574	195,150
Farm products - raw materials	14,293	1,493,387	66,320	7,802	30,085	28,507	25,848	2,659	175,717
Farm products - consumer goods	10,814	865,968	87,730	7,694	48,553	39,999	32,444	7,555	13,065
Farm supplies	511	29,250	2,422	376	1,322	1,170	1,019	151	1,574
Groceries and foods (specialty lines)	592	69,541	8,946	524	6,869	4,270	3,103	1,167	4,373
All other	305	4,865	827	299	549	455	413	42	421

* Includes no compensation for proprietors and firm members of unincorporated businesses. 1/ Inasmuch as it was impracticable to obtain employment and pay-roll for commission bulk tank stations, these data are not included.

WHOLESALE DISTRIBUTION: 1935

VOLUME V

SECTION TWO

TABLE 2.--MONTHLY EMPLOYMENT

The number of employees by months and the average for the year are given in Table 2 by kinds of business. The number of proprietors and firm members is also shown in order to provide a more complete picture of the personnel of wholesale establishments. The information is presented in summary for the United States, for 6 types of operation, each by 29 kind-of-business groups. For States and for 13 cities having more than 500,000 population, the data are shown by 29 kind-of-business groups, all types of operation combined. The statistics contained in this table provide a measure of the seasonal variation in employment in wholesale establishments for the year 1935.

The number of employees by months represents the paid personnel of wholesale establishments working during the pay period ending nearest the 15th of each month. It includes executives and salaried corporation officers and salesmen on a commission basis, but it excludes proprietors and firm members of unincorporated businesses. In presenting the information, the United States Summary is given first, followed by the States arranged by geographic divisions. After the States, the 13 largest cities appear in alphabetical order.

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UNITED STATES SUMMARY

TABLE 2.--MONTHLY EMPLOYMENT, BY STATES *

Division and State	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
UNITED STATES	97,225	1,260,553	1,238,733	1,238,024	1,236,127	1,238,252	1,237,635	1,237,873	1,244,144	1,262,498	1,279,402	1,311,925	1,302,255	1,299,768
NEW ENGLAND														
Connecticut	766	12,727	12,856	12,795	12,566	12,282	12,374	12,378	12,416	12,464	12,624	13,278	13,328	13,359
Maine	504	6,271	6,389	6,395	6,313	6,246	6,093	5,998	5,927	5,905	6,369	6,721	6,515	6,381
Massachusetts	3,215	51,888	51,185	50,879	51,151	51,331	51,651	51,940	52,203	52,253	52,135	52,858	52,455	52,615
New Hampshire	172	2,149	2,111	2,102	2,110	2,123	2,120	2,151	2,217	2,209	2,197	2,203	2,137	2,113
Rhode Island	369	6,328	6,284	6,319	6,294	6,262	6,230	6,255	6,313	6,256	6,368	6,453	6,421	6,481
Vermont	140	2,158	2,113	2,100	2,093	2,121	2,140	2,184	2,208	2,227	2,226	2,193	2,147	2,151
MIDDLE ATLANTIC														
New Jersey	1,570	26,386	25,719	25,690	25,729	25,945	26,193	26,394	26,730	26,771	26,865	27,057	26,815	26,724
New York	16,626	243,120	237,932	238,510	239,689	240,204	240,267	240,953	242,227	243,521	245,645	249,444	249,354	249,696
Pennsylvania	7,240	82,049	81,093	81,258	81,346	81,798	81,695	81,914	82,118	82,191	82,441	83,044	82,742	82,947
EAST NORTH CENTRAL														
Illinois	6,611	104,740	102,242	102,430	102,965	103,588	104,043	104,242	104,574	105,254	105,939	107,313	107,430	106,861
Indiana	2,183	23,263	22,537	22,509	22,659	22,907	23,128	23,456	23,645	23,794	23,606	23,866	23,472	23,571
Michigan	3,580	41,587	40,391	40,348	40,224	40,445	40,507	40,874	41,120	41,433	42,299	44,235	43,530	43,635
Ohio	5,323	68,394	65,993	66,430	66,798	67,629	68,069	68,344	68,819	69,668	69,726	70,160	69,605	69,487
Wisconsin	2,035	24,936	24,270	24,413	24,513	24,702	24,749	24,868	24,881	25,060	25,273	25,605	25,539	25,359
WEST NORTH CENTRAL														
Iowa	2,619	19,753	18,701	18,691	18,825	19,229	19,426	19,866	20,165	20,334	20,268	20,800	20,526	20,186
Kansas	2,076	12,726	12,270	12,325	12,457	12,549	12,699	12,902	13,092	12,948	12,955	12,968	12,817	12,730
Minnesota	2,585	32,079	30,878	30,876	30,948	31,229	31,378	31,695	32,287	32,661	33,128	33,712	33,273	32,884
Missouri	3,740	56,576	55,335	55,645	55,882	56,032	56,081	56,309	56,771	56,840	57,181	57,832	57,590	57,419
Nebraska	1,603	13,672	13,167	13,186	13,288	13,374	13,450	13,625	13,987	13,975	14,026	14,108	13,959	13,919
North Dakota	588	4,935	4,534	4,621	4,696	4,733	4,698	4,754	4,961	5,184	5,446	5,519	5,160	4,914
South Dakota	534	4,478	4,170	4,169	4,294	4,490	4,553	4,474	4,513	4,571	4,644	4,665	4,613	4,580

(Continued)

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* Includes no employees of commission bulk tank stations. See text.

UNITED STATES SUMMARY

TABLE 2.--MONTHLY EMPLOYMENT, BY STATES *

Division and State	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
SOUTH ATLANTIC														
Delaware	148	1,899	1,808	1,813	1,841	1,856	1,893	1,917	1,961	1,955	1,960	1,962	1,923	1,900
District of Columbia	327	8,274	8,048	8,065	8,123	8,184	8,260	8,288	8,295	8,304	8,337	8,461	8,464	8,459
Florida	1,005	18,573	21,926	22,128	21,796	20,697	17,724	14,806	13,746	13,878	14,774	18,615	20,621	22,165
Georgia	1,371	18,444	17,954	17,975	18,170	18,110	17,586	17,573	17,544	18,210	18,475	20,107	19,717	19,910
Maryland	1,744	19,164	19,139	18,976	18,992	18,306	18,289	18,485	19,011	18,771	19,554	20,233	20,144	20,066
North Carolina	1,460	16,980	15,607	14,904	13,988	13,692	13,789	13,205	13,873	18,862	22,496	22,165	22,009	19,173
South Carolina	809	6,128	5,734	5,633	5,582	5,551	5,587	5,607	5,833	7,276	7,468	6,963	6,141	6,155
Virginia	1,065	18,846	19,360	18,792	17,986	17,135	17,257	17,224	17,106	19,660	19,147	20,681	21,125	20,679
West Virginia	617	8,835	8,606	8,602	8,548	8,588	8,721	8,768	8,863	8,940	9,055	9,229	9,059	9,041
EAST SOUTH CENTRAL														
Alabama	920	10,675	10,538	10,583	10,511	10,405	10,420	10,420	10,406	10,536	10,788	11,165	11,295	11,033
Kentucky	1,240	15,765	21,607	20,568	16,098	14,313	13,961	13,692	13,067	13,955	14,242	13,849	14,026	19,807
Mississippi	633	5,076	4,808	4,768	4,814	4,995	5,208	5,347	4,992	5,085	5,143	5,244	5,270	5,236
Tennessee	1,536	19,929	20,929	20,742	20,510	20,222	19,344	18,993	19,149	18,955	19,342	19,785	19,787	21,390
WEST SOUTH CENTRAL														
Arkansas	747	6,006	5,688	5,749	5,802	5,904	6,005	6,105	6,132	6,071	6,174	6,137	6,195	6,110
Louisiana	938	17,372	17,088	17,019	17,142	17,198	17,448	17,243	17,172	17,216	17,434	17,874	17,822	17,809
Oklahoma	1,792	12,809	12,249	12,270	12,307	12,349	12,299	12,629	12,905	12,876	13,027	13,503	13,696	13,598
Texas	4,141	44,050	44,376	44,431	44,389	43,754	43,391	42,786	41,197	41,724	42,390	46,356	46,762	47,045
MOUNTAIN														
Arizona	239	2,670	2,800	2,556	2,786	2,877	2,561	2,524	2,582	2,481	2,503	2,656	2,679	3,035
Colorado	830	10,102	9,758	9,667	9,679	9,750	9,820	9,876	10,145	10,298	10,545	10,541	10,579	10,566
Idaho	360	3,372	3,303	3,232	3,231	3,079	2,911	2,626	2,791	3,071	3,767	4,417	4,154	3,886
Montana	225	4,040	3,796	3,779	3,810	3,877	3,957	4,038	4,115	4,195	4,257	4,284	4,166	4,204
Nevada	48	649	631	622	619	631	646	662	668	670	664	659	662	653
New Mexico	141	1,433	1,388	1,383	1,398	1,411	1,420	1,439	1,454	1,458	1,455	1,465	1,468	1,462
Utah	357	5,475	5,154	5,213	5,254	5,349	5,397	5,479	5,649	5,673	5,646	5,700	5,568	5,618
Wyoming	123	874	825	822	820	847	860	867	880	877	946	940	907	895
PACIFIC														
California	8,450	108,857	104,294	105,231	106,229	108,789	109,515	109,023	109,357	109,694	109,839	114,703	112,002	107,607
Oregon	674	11,316	10,517	10,449	10,512	10,645	10,798	11,019	11,242	12,750	12,404	12,517	11,568	11,376
Washington	1,206	22,725	20,632	20,361	20,350	20,519	21,024	21,656	22,835	23,538	26,209	27,680	25,018	22,878

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* Includes no employees of commission bulk tank stations. See text.

UNITED STATES SUMMARY

TABLE 2.--MONTHLY EMPLOYMENT, BY TYPES OF OPERATION AND KINDS OF BUSINESS

TYPE OF OPERATION KIND OF BUSINESS	Active proprietors and firm members	Employees (full-time and part-time). Average for year	NUMBER OF EMPLOYEES ON PAY ROLL NEAREST THE 15TH OF EACH MONTH											
			January	February	March	April	May	June	July	August	September	October	November	December
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	61,586	759,556	743,685	744,221	746,338	747,842	748,952	751,429	753,626	761,076	768,630	785,142	781,430	782,295
Amusement and sporting goods	641	7,076	6,732	6,781	6,804	6,934	7,026	7,061	7,115	7,041	7,193	7,376	7,354	7,489
Automotive	3,363	49,514	47,996	48,025	48,364	49,048	49,351	49,688	49,920	50,307	50,108	50,505	50,457	50,404
Beer, wines and liquors	4,298	31,380	28,962	28,943	29,117	29,802	30,857	31,737	32,431	32,680	32,705	33,223	32,968	33,133
Chemicals and paints	627	10,741	10,417	10,439	10,559	10,734	10,851	10,887	10,817	10,813	10,845	10,909	10,823	10,792
Clothing and furnishings	3,177	25,383	24,570	24,871	25,079	25,227	25,043	24,927	25,038	25,511	26,069	26,285	26,126	25,855
Coal and coke	292	8,847	9,414	9,398	9,035	8,661	8,435	8,310	8,210	8,285	8,685	9,298	9,085	9,342
Drugs (full line)	36	15,077	14,922	14,949	14,973	14,952	14,973	14,976	15,041	15,065	15,067	15,312	15,308	15,380
Drugs and drug sundries (specialty lines)	774	8,010	7,685	7,729	7,804	7,874	7,871	7,925	7,960	8,019	8,167	8,372	8,358	8,361
Dry goods (full line)	164	14,272	14,087	14,239	14,236	14,196	14,155	14,188	14,046	14,191	14,357	14,678	14,627	14,259
Dry goods (specialty lines)	2,477	22,652	22,296	22,421	22,544	22,502	22,366	22,286	22,415	22,666	22,923	23,274	23,053	23,077
Electrical goods	1,051	30,088	29,430	29,572	29,805	30,133	29,887	29,935	30,013	30,102	30,188	30,643	30,647	30,706
Farm products - raw materials	1,557	21,693	24,752	24,170	22,244	19,490	18,495	18,339	18,528	21,302	23,672	23,418	22,155	23,756
Farm products - consumer goods	10,128	77,316	74,302	74,489	75,270	76,423	77,166	77,755	78,413	78,263	78,330	79,753	78,915	78,707
Farm supplies	892	12,739	13,059	13,032	13,002	12,677	12,295	12,013	11,922	12,359	12,347	13,483	13,331	13,348
Furniture and house furnishings	1,335	13,978	13,482	13,549	13,622	13,725	13,788	13,799	13,855	14,027	14,258	14,557	14,536	14,539
General merchandise	122	9,266	9,259	9,020	8,974	8,973	8,936	8,937	9,164	9,224	9,472	9,652	9,815	9,771
Groceries (full line)	1,443	67,563	66,977	66,698	66,918	66,904	66,884	67,094	67,614	67,829	68,217	68,665	68,386	68,573
Groceries and foods (specialty lines)	10,434	79,646	78,997	79,077	79,311	78,981	78,366	77,950	76,583	77,095	77,643	83,686	84,223	83,834
Hardware	454	30,741	30,203	30,232	30,304	30,496	30,604	30,733	30,847	30,916	31,121	31,129	31,128	31,174
Jewelry and optical goods	1,300	11,105	10,776	10,788	10,813	10,844	10,866	10,914	10,932	11,021	11,216	11,490	11,621	11,981
Lumber and construction materials	1,251	27,245	26,113	26,144	26,490	27,037	27,358	27,444	27,400	27,617	27,870	28,259	27,859	27,343
Machinery, equipment and supplies	3,705	57,140	55,000	55,316	56,107	56,272	56,592	56,921	57,165	57,531	57,849	58,732	58,982	59,217
Metals and metal work (except scrap)	307	10,623	10,054	10,124	10,232	10,367	10,519	10,695	10,669	10,837	10,897	11,093	11,036	10,953
Paper and its products	1,417	25,605	25,243	25,159	25,179	25,270	25,291	25,402	25,449	25,767	25,899	26,150	26,126	26,330
Petroleum and its products	389	4,437	4,274	4,262	4,287	4,388	4,473	4,499	4,464	4,492	4,540	4,557	4,561	4,452
Plumbing and heating eqpt. and spls.	636	16,919	16,346	16,302	16,413	16,535	16,663	16,615	16,992	17,140	17,326	17,693	17,603	17,405
Tobacco and its products (except leaf)	1,859	14,687	14,385	14,352	14,389	14,455	14,525	14,576	14,816	14,832	14,909	14,988	15,003	15,008
Waste materials	4,405	29,461	28,032	28,185	28,598	29,048	29,202	29,657	29,554	29,710	30,001	30,884	30,425	30,231
All other	3,052	26,352	25,920	25,955	25,865	25,894	26,114	26,166	26,253	26,434	26,756	27,078	26,919	26,875
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	299	211,280	204,475	205,851	207,295	208,910	209,822	211,483	213,408	213,998	215,206	215,849	214,645	214,423
Amusement and sporting goods	--	5,456	5,391	5,345	5,366	5,384	5,413	5,467	5,482	5,496	5,501	5,497	5,492	5,638
Automotive	6	23,611	22,470	22,800	23,107	23,285	23,270	23,386	23,921	23,904	23,930	24,378	24,312	24,569
Beer, wines and liquors	6	5,284	4,738	4,918	4,999	5,116	5,167	5,306	5,389	5,484	5,493	5,580	5,604	5,613
Chemicals and paints	12	10,945	10,588	10,672	10,745	10,836	10,955	11,010	11,031	11,145	11,102	11,157	11,079	11,017
Clothing and furnishings	82	8,205	8,096	8,135	8,146	8,206	8,178	8,172	8,104	8,202	8,286	8,316	8,292	8,332
Coal and coke	--	359	354	360	359	360	359	355	355	356	353	363	362	366
Drugs and drug sundries (specialty lines)	11	7,050	6,961	6,979	7,021	7,045	7,063	7,051	7,032	7,061	7,076	7,081	7,099	7,135
Dry goods (specialty lines)	28	4,690	4,635	4,732	4,703	4,713	4,701	4,651	4,668	4,670	4,702	4,710	4,694	4,695
Electrical goods	6	7,832	7,643	7,688	7,727	7,742	7,795	7,822	7,917	7,994	7,936	7,919	7,902	7,904
Farm products - consumer goods	5	4,313	4,024	4,029	4,080	4,194	4,377	4,606	4,742	4,698	4,496	4,262	4,144	4,098
Farm supplies	2	917	897	924	992	972	939	908	878	877	886	900	916	916

(continued)

UNITED STATES SUMMARY

TABLE 2.--MONTHLY EMPLOYMENT, BY TYPES OF OPERATION AND KINDS OF BUSINESS*

TYPE OF OPERATION KIND OF BUSINESS	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
MANUFACTURES' SALES BRANCHES (WITH STOCKS) (continued)														
Furniture and house furnishings	17	2,473	2,403	2,399	2,412	2,410	2,449	2,444	2,458	2,493	2,532	2,568	2,562	2,551
Groceries and foods (specialty lines)	32	51,576	51,667	51,528	51,278	51,174	51,111	51,238	51,498	51,419	52,345	52,077	51,888	51,686
Hardware	1	714	695	699	707	707	706	712	718	719	719	727	728	728
Jewelry and optical goods	10	3,102	3,016	3,025	3,034	3,058	3,072	3,077	3,113	3,103	3,169	3,176	3,187	3,198
Lumber and construction materials	8	5,510	5,144	5,177	5,260	5,317	5,435	5,433	5,552	5,592	5,771	5,823	5,894	5,727
Machinery, equipment and supplies	28	43,085	40,685	41,313	42,014	42,762	42,919	43,723	43,959	44,127	44,087	44,133	43,687	43,606
Metals and metal work (except scrap)	5	7,041	6,463	6,494	6,625	6,830	6,945	7,025	7,264	7,327	7,364	7,509	7,354	7,297
Paper and its products	6	4,433	4,428	4,441	4,427	4,445	4,448	4,462	4,499	4,404	4,413	4,404	4,393	4,433
Petroleum and its products	--	814	731	757	779	794	837	846	857	867	853	839	809	795
Plumbing and heating eqpt. and spls.	8	6,313	6,033	6,000	6,046	6,084	6,153	6,215	6,292	6,378	6,508	6,808	6,681	6,556
Tobacco and its products (except leaf)	7	3,380	3,316	3,328	3,345	3,356	3,358	3,369	3,391	3,401	3,416	3,418	3,425	3,442
All other	19	4,177	4,097	4,108	4,123	4,120	4,172	4,205	4,288	4,281	4,268	4,204	4,141	4,121
MANUFACTURES' SALES OFFICES (WITHOUT STOCKS)	149	42,895	41,973	42,177	42,437	42,710	42,720	42,811	42,878	43,092	43,220	43,370	43,564	43,793
Amusement and sporting goods	1	5,552	5,466	5,482	5,501	5,516	5,514	5,530	5,582	5,610	5,594	5,620	5,603	5,611
Automotive	--	688	690	687	694	696	696	693	685	677	678	674	681	707
Beer, wines and liquors	--	928	749	825	852	878	907	956	948	998	1,013	1,005	1,003	997
Chemicals and paints	1	2,484	2,450	2,453	2,467	2,470	2,480	2,484	2,476	2,491	2,503	2,500	2,516	2,521
Clothing and furnishings	52	1,286	1,257	1,266	1,279	1,283	1,283	1,287	1,290	1,295	1,298	1,299	1,295	1,301
Coal and coke	--	48	50	50	49	50	49	48	48	48	48	47	47	47
Drugs and drug sundries (specialty lines)	8	518	494	512	509	514	525	518	520	520	523	528	525	522
Dry goods (specialty lines)	9	1,685	1,664	1,684	1,682	1,702	1,687	1,687	1,674	1,690	1,685	1,683	1,691	1,688
Electrical goods	1	1,655	1,619	1,630	1,633	1,642	1,648	1,662	1,666	1,676	1,678	1,665	1,668	1,669
Farm products - consumer goods	--	57	55	55	55	55	55	55	56	56	61	58	61	61
Farm supplies	1	343	351	380	390	386	379	360	306	310	302	323	310	323
Furniture and house furnishings	17	598	592	594	589	588	601	604	598	602	595	600	605	613
Groceries and foods (specialty lines)	6	3,243	3,194	3,205	3,251	3,258	3,250	3,260	3,259	3,251	3,252	3,259	3,244	3,238
Hardware	1	216	213	214	210	212	213	214	215	217	219	221	223	224
Jewelry and optical goods	7	146	146	147	149	149	149	149	148	149	141	142	142	141
Lumber and construction materials	6	4,421	4,338	4,358	4,367	4,394	4,390	4,405	4,415	4,422	4,487	4,492	4,501	4,485
Machinery, equipment and supplies	19	6,714	6,614	6,637	6,665	6,684	6,686	6,714	6,728	6,742	6,759	6,784	6,780	6,777
Metals and metal work (except scrap)	4	5,502	5,340	5,372	5,391	5,432	5,466	5,493	5,547	5,582	5,579	5,589	5,617	5,611
Paper and its products	3	1,069	1,071	1,063	1,063	1,066	1,064	1,067	1,070	1,066	1,073	1,076	1,075	1,077
Petroleum and its products	1	955	963	967	970	957	958	952	950	954	949	948	946	941
Plumbing and heating eqpt. and spls.	3	666	651	649	654	648	650	657	664	668	676	690	693	697
Tobacco and its products (except leaf)	1	1,356	1,328	1,333	1,346	1,347	1,352	1,353	1,361	1,364	1,362	1,372	1,372	1,376
All other	8	2,765	2,678	2,614	2,671	2,783	2,718	2,663	2,672	2,704	2,745	2,795	2,966	3,166
BULK TANK STATIONS														
Petroleum and its products	3,546	91,159	91,589	91,264	90,852	91,055	91,163	91,085	91,445	91,384	91,206	91,287	90,816	90,767

(continued)

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* Includes no employees of commission bulk tank stations. See text.

UNITED STATES SUMMARY

TABLE 2.--MONTHLY EMPLOYMENT, BY TYPES OF OPERATION AND KINDS OF BUSINESS

TYPE OF OPERATION KIND OF BUSINESS	Active proprietors and firm members	Employees (full-time and part-time). Average for year	NUMBER OF EMPLOYEES ON PAY ROLL NEAREST THE 15TH OF EACH MONTH											
			January	February	March	April	May	June	July	August	September	October	November	December
AGENTS AND BROKERS	14,950	68,285	68,997	67,368	64,751	64,335	64,031	63,636	64,244	69,904	71,325	72,971	73,114	74,739
Amusement and sporting goods	216	807	744	763	774	779	779	793	802	827	837	854	866	861
Automotive	397	995	943	939	946	970	972	987	1,001	1,014	1,027	1,046	1,048	1,045
Beer, wines and liquors	49	230	224	217	219	216	219	227	232	236	237	245	244	246
Chemicals and paints	290	1,083	1,024	1,032	1,045	1,058	1,073	1,085	1,086	1,097	1,116	1,143	1,124	1,113
Clothing and furnishings	1,133	3,734	3,660	3,685	3,699	3,715	3,697	3,717	3,728	3,758	3,765	3,808	3,784	3,786
Coal and coke	82	3,874	3,983	3,978	3,930	3,870	3,825	3,848	3,881	3,848	3,848	3,815	3,844	3,820
Drugs and drug sundries (specialty lines)	123	643	619	628	635	642	640	640	628	632	652	659	670	673
Dry goods (full line)	11	78	78	76	76	76	76	79	79	79	79	79	79	79
Dry goods (specialty lines)	814	5,851	5,697	5,704	5,810	5,810	5,816	5,837	5,860	5,903	5,926	5,957	5,944	5,952
Electrical goods	534	1,221	1,157	1,160	1,177	1,177	1,186	1,205	1,207	1,243	1,264	1,300	1,289	1,286
Farm products - raw materials	2,976	16,987	19,336	17,538	14,635	13,727	13,090	12,508	12,726	18,206	19,279	19,989	20,459	22,351
Farm products - consumer goods	1,182	8,123	7,765	7,739	7,793	8,089	8,264	8,188	8,265	8,156	8,149	8,575	8,318	8,177
Farm supplies	249	529	501	521	548	565	551	527	513	512	530	533	524	518
Furniture and house furnishings	362	1,181	1,144	1,147	1,142	1,157	1,168	1,170	1,180	1,193	1,203	1,220	1,222	1,220
General merchandise	57	658	648	652	656	653	657	661	661	663	665	662	660	658
Groceries (full line)	17	79	73	73	73	76	75	80	81	82	84	80	86	87
Groceries and foods (specialty lines)	1,743	7,044	6,926	6,924	6,963	6,979	6,983	7,007	7,025	7,084	7,104	7,191	7,172	7,173
Hardware	254	648	623	635	638	640	642	644	654	657	663	663	658	658
Jewelry and optical goods	119	117	115	114	117	116	117	116	117	116	117	117	118	121
Lumber and construction materials	553	2,228	2,108	2,129	2,123	2,147	2,187	2,215	2,256	2,288	2,310	2,343	2,334	2,300
Machinery, equipment and supplies	1,922	5,529	5,246	5,296	5,300	5,382	5,435	5,472	5,568	5,607	5,679	5,808	5,784	5,775
Metals and metal work (except scrap)	282	1,068	1,028	1,033	1,047	1,045	1,056	1,073	1,071	1,081	1,090	1,094	1,098	1,105
Paper and its products	233	542	528	530	536	535	543	539	547	547	546	553	551	545
Petroleum and its products	63	327	313	314	314	319	324	328	337	337	340	333	336	333
Plumbing and heating eqpt. and spls.	313	888	810	817	822	833	870	866	888	907	944	970	964	960
Tobacco and its products (except leaf)	10	12	11	11	12	12	12	12	12	12	13	12	13	13
Waste materials	59	310	304	304	304	304	306	305	307	312	314	320	319	320
All other	907	3,499	3,389	3,409	3,417	3,443	3,468	3,507	3,532	3,507	3,544	3,602	3,606	3,564
ASSEMBLERS	16,695	87,378	88,014	87,143	84,454	83,400	80,947	77,429	78,543	83,044	89,815	103,306	98,686	93,751
Farm products - raw materials	7,802	30,085	30,448	29,369	27,127	26,484	26,439	26,575	28,268	31,885	32,911	34,559	33,288	33,667
Farm products - consumer goods	7,694	48,553	48,643	49,114	49,333	50,185	47,779	44,338	43,482	44,280	47,904	55,835	52,772	48,976
Farm supplies	376	1,322	1,176	1,227	1,251	1,286	1,334	1,380	1,377	1,370	1,357	1,407	1,370	1,323
Groceries and foods (specialty lines)	524	6,869	7,230	6,913	6,223	4,913	4,854	4,560	4,867	4,966	7,077	10,921	10,696	9,204
All other	299	549	517	520	520	532	541	576	549	543	566	584	560	581

STATE OF CONNECTICUT

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	766	12,727	12,856	12,795	12,566	12,282	12,374	12,378	12,416	12,464	12,624	13,278	13,328	13,359
Amusement and Sporting Goods	14	172	170	171	172	171	172	174	172	172	172	171	171	170
Automotive	43	785	750	746	775	783	798	791	794	786	780	822	800	799
Beer, Wines and Liquors	40	649	581	578	589	602	654	664	632	682	694	698	704	715
Chemicals and Paints	13	292	293	294	285	295	294	300	291	297	290	295	286	282
Clothing and Furnishings	25	124	123	123	123	123	124	124	123	124	126	126	127	127
Coal and Coke	6	219	219	238	206	230	236	212	189	195	226	222	224	230
Drugs (full line)	--	211	207	208	208	208	208	210	211	213	214	216	215	216
Drugs and Drug Sundries (specialty lines)	10	135	137	134	135	134	135	133	135	135	141	136	135	135
Dry Goods (full line)	5	44	44	44	44	44	44	44	44	44	44	44	44	44
Dry Goods (specialty lines)	8	24	22	22	22	22	22	24	24	24	25	25	25	25
Electrical Goods	16	406	397	398	402	404	403	403	403	402	414	415	415	422
Farm Products - raw materials	31	552	909	900	631	284	261	263	272	306	307	728	900	868
Farm Products - consumer goods	126	1,135	1,086	1,077	1,075	1,094	1,143	1,149	1,171	1,164	1,151	1,175	1,171	1,158
Farm Supplies	6	113	110	111	118	123	117	111	110	108	110	111	107	115
Furniture and House Furnishings	7	160	155	155	156	157	158	157	159	157	161	168	168	169
General Merchandise	--	114	112	111	111	112	110	112	111	111	111	120	113	132
Groceries (full line)	19	461	463	458	458	458	455	455	460	460	470	471	464	466
Groceries and Foods (specialty lines)	132	1,823	1,863	1,852	1,845	1,792	1,758	1,767	1,788	1,767	1,847	1,870	1,867	1,860
Hardware	5	200	200	198	198	198	198	197	199	201	202	204	201	200
Jewelry and Optical Goods	4	83	77	77	81	81	83	84	85	87	85	85	86	85
Lumber and Construction Materials	6	386	374	367	365	379	380	386	391	395	387	420	392	398
Machinery, Equipment and Supplies	42	895	854	862	876	877	890	893	897	906	916	927	925	923
Metals and Metal Work (except scrap)	5	123	120	120	119	123	123	123	124	123	125	124	128	125
Paper and its Products	16	329	318	324	326	329	333	333	331	328	329	335	331	332
Petroleum and its Products	28	1,652	1,692	1,676	1,662	1,655	1,655	1,640	1,632	1,629	1,625	1,664	1,634	1,654
Plumbing and Heating Eqpt and Spls.	20	494	483	483	483	478	483	485	488	492	502	524	512	515
Tobacco and its Products (except leaf)	35	266	250	251	250	251	253	253	288	278	277	278	277	280
Waste Materials	62	627	587	581	614	632	636	642	639	621	633	645	647	642
All Other Products	42	253	260	236	237	243	248	249	253	257	260	259	259	272

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* Includes no employees of commission bulk tank stations. See text.

STATE OF MAINE

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active propri- etors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	504	6,271	6,389	6,395	6,313	6,246	6,093	5,998	5,927	5,905	6,369	6,721	6,515	6,381
Amusement and Sporting Goods	2	67	66	66	66	67	67	68	69	71	69	67	67	66
Automotive	10	302	287	295	286	294	305	303	302	302	326	321	300	298
Beer, Wines and Liquors	11	179	152	160	162	172	186	191	197	197	189	186	180	175
Chemicals and Paints	2	25	24	26	27	24	25	28	26	23	27	25	22	21
Clothing and Furnishings	6	75	74	74	74	74	73	73	74	74	77	77	77	79
Coal and Coke	1	186	182	193	175	172	173	215	189	173	191	200	180	189
Drugs (full line)	--	67	68	67	68	68	68	68	66	66	66	67	66	66
Drugs and Drug Sundries (specialty lines)	2	40	48	48	48	42	41	42	41	37	32	33	33	31
Dry Goods (full line)	--	80	80	80	80	80	80	80	79	79	79	79	80	80
Dry Goods (specialty lines)	--	8	8	8	8	8	8	8	8	8	8	8	8	8
Electrical Goods	1	123	126	122	123	128	125	124	124	121	122	118	120	119
Farm Products - raw materials	30	73	68	68	70	67	70	73	82	77	78	75	76	71
Farm Products - consumer goods	203	1,180	1,415	1,442	1,388	1,256	1,027	808	685	686	1,142	1,530	1,435	1,347
Farm Supplies	7	78	79	79	80	77	76	77	75	76	80	79	79	79
Furniture and House Furnishings	2	25	23	23	23	23	26	26	25	25	26	26	26	26
General Merchandise	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Groceries (full line)	2	511	504	504	510	511	514	517	521	519	519	519	512	484
Groceries and Foods (specialty lines)	101	1,083	1,016	1,011	1,013	1,043	1,059	1,102	1,159	1,168	1,141	1,126	1,093	1,071
Hardware	1	376	375	375	374	373	375	379	379	376	378	381	377	375
Jewelry and Optical Goods	3	37	37	37	36	36	36	38	38	38	38	38	38	38
Lumber and Construction Materials	12	82	75	76	74	85	87	85	80	80	89	88	86	75
Machinery, Equipment and Supplies	17	273	273	275	270	277	279	281	280	277	267	268	266	262
Metals and Metal Work (except scrap)	--	6	6	6	6	6	6	6	6	6	6	6	6	6
Paper and its Products	7	179	184	184	183	180	178	174	174	174	175	175	176	186
Petroleum and its Products	20	890	891	871	864	870	885	891	908	917	909	905	890	884
Plumbing and Heating Eqpt. and Spls.	1	36	35	36	35	35	35	35	36	36	39	39	39	37
Tobacco and its Products (except leaf)	11	79	76	76	76	77	78	81	82	81	80	80	80	80
Waste Materials	22	83	74	76	77	84	90	96	85	84	83	83	80	80
All Other Products	30	128	143	117	117	117	121	129	137	134	133	122	123	148

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* Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF MASSACHUSETTS

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	3,215	51,888	51,185	50,879	51,151	51,331	51,651	51,940	52,203	52,253	52,135	52,858	52,455	52,615
Amusement and Sporting Goods	39	643	619	621	624	628	635	642	652	651	651	665	650	678
Automotive	82	3,166	3,102	3,088	3,127	3,147	3,198	3,177	3,194	3,222	3,178	3,207	3,170	3,181
Beer, Wines and Liquors	65	1,931	1,841	1,845	1,849	1,882	1,909	1,977	2,007	1,992	1,977	2,003	1,968	1,916
Chemicals and Paints	44	1,379	1,357	1,353	1,365	1,374	1,375	1,378	1,386	1,395	1,396	1,395	1,391	1,383
Clothing and Furnishings	272	1,693	1,651	1,667	1,676	1,693	1,698	1,690	1,680	1,692	1,712	1,729	1,712	1,716
Coal and Coke	15	806	928	865	834	835	747	725	728	753	744	852	806	860
Drugs (full line)	--	625	630	630	630	631	631	633	622	622	623	614	617	617
Drugs and Drug Sundries (specialty lines)	18	211	202	204	210	209	208	207	206	207	217	216	220	221
Dry Goods (full line)	4	111	111	111	111	111	111	111	111	111	111	111	111	111
Dry Goods (specialty lines)	192	868	853	854	867	862	864	855	850	865	880	891	883	891
Electrical Goods	78	2,058	2,016	2,025	2,040	2,042	2,052	2,055	2,069	2,093	2,083	2,069	2,074	2,078
Farm Products - raw materials	195	1,446	1,325	1,292	1,344	1,378	1,425	1,500	1,531	1,525	1,534	1,558	1,512	1,433
Farm Products - consumer goods	399	4,176	3,979	3,975	4,016	4,099	4,261	4,322	4,402	4,301	4,223	4,276	4,145	4,113
Farm Supplies	7	276	273	270	271	273	275	278	280	281	277	283	278	277
Furniture and House Furnishings	88	1,016	1,015	1,006	994	1,008	1,014	1,017	1,005	1,021	1,021	1,031	1,030	1,035
General Merchandise	1	40	40	34	34	38	37	40	45	40	46	43	45	44
Groceries (full line)	22	2,393	2,562	2,355	2,354	2,350	2,342	2,336	2,350	2,358	2,361	2,380	2,375	2,588
Groceries and Foods (specialty lines)	489	8,065	7,848	7,898	8,001	7,963	8,056	8,074	8,077	8,176	8,075	8,258	8,195	8,159
Hardware	26	474	466	464	464	466	472	475	476	473	477	487	485	484
Jewelry and Optical Goods	56	529	520	523	523	523	526	528	533	529	534	536	537	539
Lumber and Construction Materials	56	1,414	1,385	1,377	1,386	1,388	1,400	1,415	1,435	1,423	1,433	1,443	1,444	1,439
Machinery, Equipment and Supplies	233	5,235	5,114	5,112	5,188	5,214	5,241	5,267	5,281	5,249	5,257	5,305	5,300	5,293
Metals and Metal Work (except scrap)	15	1,083	1,053	1,057	1,060	1,085	1,076	1,096	1,092	1,099	1,095	1,090	1,098	1,100
Paper and its Products	123	1,954	1,921	1,897	1,883	1,889	1,892	1,958	1,963	1,967	1,983	1,999	2,013	2,082
Petroleum and its Products	27	3,776	4,021	4,013	3,861	3,772	3,724	3,696	3,706	3,674	3,658	3,723	3,711	3,748
Plumbing and Heating Eqpt and Spls.	41	1,212	1,164	1,159	1,197	1,198	1,192	1,188	1,188	1,190	1,239	1,310	1,279	1,236
Tobacco and its Products (except leaf)	69	708	688	688	691	701	716	705	713	708	711	724	726	719
Waste Materials	232	1,863	1,805	1,828	1,853	1,873	1,857	1,868	1,866	1,867	1,863	1,904	1,896	1,881
All Other Products	327	2,737	2,696	2,668	2,698	2,699	2,717	2,727	2,755	2,769	2,776	2,756	2,784	2,793

* Includes no employees of commission bulk tank stations. See text.

STATE OF NEW HAMPSHIRE

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	172	2,149	2,111	2,102	2,110	2,123	2,120	2,151	2,217	2,209	2,197	2,203	2,137	2,113
Amusement and Sporting Goods	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Automotive	6	78	77	77	77	77	81	79	81	80	78	79	78	77
Beer, Wines and Liquors	14	95	88	90	89	94	96	96	100	98	98	99	92	96
Chemicals and Paints	2	3	10	10	8	5	2	1	--	--	--	--	--	--
Clothing and Furnishings	2	41	38	40	42	42	40	41	40	41	41	42	40	45
Coal and Coke	--	3	3	3	3	3	3	3	3	3	3	3	3	3
Drugs (full line)	--	21	21	21	21	21	21	21	21	21	21	21	21	21
Drugs and Drug Sundries (specialty lines)	1	8	9	8	8	9	9	9	9	9	8	8	8	8
Dry Goods (full line)	--	11	11	11	11	11	11	11	11	11	11	11	11	11
Dry Goods (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Electrical Goods	4	15	15	15	15	15	15	15	15	15	15	15	15	15
Farm Products - raw materials	9	18	17	17	17	18	18	18	18	18	18	18	18	18
Farm Products - consumer goods	40	205	177	179	181	193	204	217	232	232	238	227	190	184
Farm Supplies	1	6	5	5	5	5	5	5	7	6	7	7	7	7
Furniture and House Furnishings	--	--	--	--	--	--	--	--	--	--	--	--	--	--
General Merchandise	1	2	--	--	--	--	--	2	2	--	--	--	20	--
Groceries (full line)	1	268	268	266	267	266	266	270	273	273	269	271	267	266
Groceries and Foods (specialty lines)	29	390	388	387	381	377	379	387	403	407	397	397	389	384
Hardware	4	242	241	241	241	241	243	245	245	245	245	241	241	241
Jewelry and Optical Goods	1	11	10	10	11	11	11	11	11	11	11	11	11	11
Lumber and Construction Materials	15	64	62	63	63	64	66	65	67	66	67	66	62	63
Machinery, Equipment and Supplies	4	34	33	33	33	33	32	33	35	36	36	38	36	36
Metals and Metal Work (except scrap)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Paper and its Products	3	15	15	15	15	15	16	16	16	16	15	15	15	15
Petroleum and its Products	6	369	387	371	380	379	370	371	373	369	371	368	347	348
Plumbing and Heating Eqpt. and Spls.	1	65	62	66	65	65	64	64	65	64	64	65	65	65
Tobacco and its Products (except leaf)	10	110	113	114	116	118	97	98	102	102	99	117	119	119
Waste Materials	10	24	18	18	18	19	19	21	31	30	29	29	27	27
All Other Products	8	51	43	42	43	42	52	52	57	56	56	55	55	53

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* Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF RHODE ISLAND

TABLE 2 - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	369	6,328	6,284	6,319	6,294	6,262	6,230	6,255	6,313	6,256	6,368	6,453	6,421	6,481
Amusement and Sporting Goods	3	52	45	45	45	45	53	56	77	55	55	53	49	49
Automotive	13	302	277	284	291	304	295	304	311	315	313	312	304	308
Beer, Wines and Liquors	15	275	265	267	268	273	276	282	281	272	280	278	278	280
Chemicals and Paints	7	239	235	235	238	238	241	240	239	237	237	240	244	244
Clothing and Furnishings	4	48	47	48	47	46	46	47	49	47	48	50	53	54
Coal and Coke	2	236	285	316	267	220	201	204	219	197	206	238	215	270
Drugs (full line)	--	152	152	152	152	155	153	149	148	149	149	155	159	156
Drugs and Drug Sundries (specialty lines)	2	6	6	6	6	6	6	6	6	6	6	6	6	6
Dry Goods (full line)	2	33	32	32	33	33	33	33	33	33	33	34	34	34
Dry Goods (specialty lines)	16	56	52	57	57	56	59	58	55	56	55	56	59	56
Electrical Goods	6	135	131	131	131	134	135	138	139	138	136	132	138	137
Farm Products - raw materials	6	87	89	89	89	89	86	86	85	85	85	85	85	85
Farm Products - consumer goods	51	524	490	493	497	519	519	526	534	538	544	547	537	544
Farm Supplies	--	11	11	11	11	11	11	11	11	11	11	11	11	11
Furniture and House Furnishings	4	108	106	106	107	107	109	108	108	107	110	107	110	109
General Merchandise	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Groceries (full line)	5	214	214	216	216	215	214	212	213	211	212	217	215	213
Groceries and Foods (specialty lines)	75	829	835	829	821	808	785	784	810	812	860	877	869	863
Hardware	4	175	181	181	182	181	179	176	165	161	167	172	175	176
Jewelry and Optical Goods	18	287	288	287	286	287	285	280	281	282	284	292	299	297
Lumber and Construction Materials	5	243	238	229	231	244	242	260	266	249	242	242	237	235
Machinery, Equipment and Supplies	23	408	401	399	412	413	413	418	394	393	413	422	404	411
Metals and Metal Work (except scrap)	5	72	70	70	70	70	72	71	72	72	73	72	73	73
Paper and its Products	10	230	225	224	225	224	229	227	232	233	235	234	235	243
Petroleum and its Products	12	736	771	777	766	736	733	722	715	719	724	722	724	717
Plumbing and Heating Eqpt. and Spls.	9	202	196	195	198	198	194	195	195	192	203	217	217	218
Tobacco and its Products (except leaf)	14	131	121	121	121	121	121	121	140	141	142	139	139	139
Waste Materials	36	234	224	223	231	229	239	236	231	243	242	234	240	240
All Other Products	22	303	297	296	296	300	301	305	304	302	303	309	312	313

* Includes no employees of commission bulk tank stations. See text.

STATE OF VERMONT

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active propri-etors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	Sep-tember	October	No-vember	De-cember
TOTAL	140	2,158	2,113	2,100	2,093	2,121	2,140	2,184	2,208	2,227	2,226	2,193	2,147	2,151
Amusement and Sporting Goods	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Automotive	3	135	134	134	134	134	135	135	136	137	138	137	137	135
Beer, Wines and Liquors	14	66	53	54	54	62	73	78	78	78	74	66	62	61
Chemicals and Paints	2	1	1	1	1	1	1	1	1	1	1	1	1	1
Clothing and Furnishings	--	60	60	60	60	60	60	60	60	60	60	60	60	60
Coal and Coke	1	21	25	25	25	20	20	15	15	17	18	19	23	33
Drugs (full line)	2	35	35	35	35	35	35	35	35	35	35	35	35	35
Drugs and Drug Sundries (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Dry Goods (full line)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Dry Goods (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Electrical Goods	1	18	18	18	14	18	18	17	18	18	18	18	18	17
Farm Products - raw materials	28	88	84	84	85	87	89	89	92	92	90	90	88	87
Farm Products - consumer goods	23	544	531	527	536	535	538	556	561	561	563	545	538	537
Farm Supplies	1	19	18	18	18	17	17	18	17	19	20	22	21	22
Furniture and House Furnishings	--	--	--	--	--	--	--	--	--	--	--	--	--	--
General Merchandise	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Groceries (full line)	3	177	171	171	171	176	178	181	181	181	181	177	176	174
Groceries and Foods (specialty lines)	12	242	234	235	231	234	235	245	253	255	249	258	241	240
Hardware	--	147	145	145	146	147	147	148	148	149	149	147	146	146
Jewelry and Optical Goods	2	15	15	15	15	15	15	15	15	15	15	15	15	15
Lumber and Construction Materials	7	51	49	49	49	49	52	52	52	55	53	52	50	49
Machinery, Equipment and Supplies	3	73	71	70	72	71	75	75	73	73	73	76	73	73
Metals and Metal Work (except scrap)	1	22	22	22	22	22	22	22	22	22	22	22	22	22
Paper and its Products	2	38	39	38	37	37	37	38	38	38	40	41	39	39
Petroleum and its Products	6	275	280	272	262	273	265	272	278	284	290	273	271	274
Plumbing and Heating Eqpt. and Spls.	2	52	51	50	49	51	50	50	53	55	55	57	53	53
Tobacco and its Products (except leaf)	8	57	58	58	58	58	57	57	57	57	57	57	54	54
Waste Materials	17	18	16	16	16	16	16	20	20	20	20	20	18	18
All Other Products	2	4	3	3	3	3	5	5	5	5	5	5	6	6

* Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF NEW JERSEY

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	1,570	26,386	25,719	25,690	25,729	25,945	26,193	26,394	26,730	26,771	26,865	27,057	26,815	26,724
Amusement and Sporting Goods	15	119	105	105	107	115	125	118	130	130	131	126	121	115
Automotive	54	1,587	1,540	1,541	1,564	1,584	1,594	1,603	1,598	1,577	1,600	1,603	1,616	1,618
Beer, Wines and Liquors	86	1,685	1,569	1,555	1,552	1,556	1,684	1,709	1,792	1,791	1,751	1,757	1,754	1,750
Chemicals and Paints	21	516	503	502	510	516	519	523	517	519	523	519	518	517
Clothing and Furnishings	20	150	142	146	151	150	147	146	144	146	152	158	161	162
Coal and Coke	9	242	270	280	261	244	221	218	213	211	225	247	251	268
Drugs (full line)	--	267	283	278	278	268	268	268	265	261	260	257	256	256
Drugs and Drug Sundries (specialty lines)	8	338	346	338	342	355	366	363	328	328	328	319	319	322
Dry Goods (full line)	1	22	21	22	22	23	21	21	21	21	22	22	22	22
Dry Goods (specialty lines)	20	129	130	126	128	122	122	127	126	128	136	132	133	132
Electrical Goods	21	996	944	958	969	985	992	1,012	1,016	1,016	1,013	1,029	1,019	1,004
Farm Products - raw materials	28	169	156	165	168	169	173	175	170	198	172	167	158	162
Farm Products - consumer goods	343	3,000	2,809	2,821	2,847	2,898	2,956	3,095	3,167	3,197	3,155	3,067	3,006	2,976
Farm Supplies	11	307	300	300	305	339	314	306	300	309	307	305	301	303
Furniture and House Furnishings	9	199	175	175	175	178	204	201	201	202	217	224	222	219
General Merchandise	1	658	668	648	646	657	649	627	635	652	679	701	693	646
Groceries (full line)	11	725	715	710	717	719	716	724	729	736	739	735	727	728
Groceries and Foods (specialty lines)	267	3,977	3,995	3,951	3,943	3,919	3,933	3,954	3,958	3,933	4,017	4,072	4,020	4,034
Hardware	14	329	326	327	326	328	330	331	331	331	331	332	330	330
Jewelry and Optical Goods	3	100	97	100	103	106	104	102	109	108	100	86	95	93
Lumber and Construction Materials	17	973	929	927	916	962	938	964	972	967	1,006	1,036	1,017	1,036
Machinery, Equipment and Supplies	111	1,398	1,369	1,374	1,373	1,388	1,386	1,383	1,400	1,404	1,415	1,440	1,420	1,429
Metals and Metal Work (except scrap)	12	941	843	837	854	898	904	988	1,002	1,020	987	971	966	1,027
Paper and its Products	64	633	624	624	627	627	633	631	630	632	635	638	641	648
Petroleum and its Products	32	2,951	3,000	2,995	2,954	2,951	2,953	2,946	2,936	2,938	2,923	2,927	2,939	2,955
Plumbing and Heating Eqpt. and Spls.	37	1,158	1,139	1,152	1,151	1,131	1,147	1,044	1,157	1,176	1,174	1,291	1,241	1,087
Tobacco and its Products (except leaf)	63	792	778	776	776	770	793	794	808	805	803	795	802	798
Waste Materials	197	997	955	957	974	978	995	995	1,022	986	1,023	1,035	1,020	1,028
All Other Products	95	1,028	988	1,000	990	1,009	1,006	1,026	1,053	1,049	1,041	1,066	1,047	1,059

* Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF NEW YORK

TABLE 2 - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	16,626	243,120	237,932	238,510	239,689	240,204	240,267	240,953	242,227	243,521	245,645	249,444	249,354	249,696
Amusement and Sporting Goods	280	6,131	5,951	5,949	5,983	6,017	6,052	6,076	6,113	6,168	6,240	6,283	6,318	6,416
Automotive	289	8,973	9,006	8,936	8,974	9,035	9,008	9,015	8,908	8,924	8,898	9,001	8,996	8,975
Beer, Wines and Liquors	251	7,257	6,710	6,874	6,887	6,990	7,090	7,226	7,340	7,405	7,420	7,655	7,727	7,760
Chemicals and Paints	200	7,365	7,155	7,215	7,285	7,355	7,388	7,413	7,363	7,432	7,444	7,476	7,442	7,406
Clothing and Furnishings	2,103	19,178	18,684	18,784	18,908	19,066	18,984	18,979	19,019	19,304	19,593	19,732	19,572	19,511
Coal and Coke	58	2,444	2,501	2,514	2,475	2,406	2,390	2,333	2,314	2,299	2,352	2,593	2,551	2,594
Drugs (full line)	3	1,196	1,178	1,184	1,183	1,169	1,174	1,177	1,175	1,180	1,169	1,219	1,272	1,273
Drugs and Drug Sundries (specialty lines)	257	7,369	7,212	7,202	7,274	7,345	7,354	7,329	7,309	7,333	7,428	7,520	7,548	7,568
Dry Goods (full line)	30	1,373	1,384	1,389	1,409	1,398	1,393	1,369	1,321	1,318	1,360	1,391	1,391	1,347
Dry Goods (specialty lines)	2,159	28,511	28,016	28,246	28,404	28,391	28,237	28,148	28,309	28,576	28,815	29,145	28,907	28,938
Electrical Goods	319	7,739	7,592	7,611	7,590	7,643	7,671	7,702	7,770	7,862	7,849	7,889	7,878	7,811
Farm Products - raw materials	867	4,463	4,635	4,635	4,664	4,345	4,085	4,222	4,436	4,394	4,457	4,441	4,552	4,684
Farm Products - consumer goods	1,742	16,511	15,756	15,823	16,083	16,316	16,417	16,632	16,893	16,992	16,892	16,989	16,756	16,589
Farm Supplies	63	1,271	1,310	1,330	1,322	1,297	1,177	1,131	1,175	1,239	1,295	1,334	1,315	1,323
Furniture and House Furnishings	702	6,822	6,608	6,629	6,647	6,670	6,696	6,685	6,719	6,847	6,981	7,145	7,112	7,119
General Merchandise	51	2,023	1,951	1,897	1,936	1,994	1,973	2,024	2,169	2,054	2,048	2,046	2,103	2,081
Groceries (full line)	103	6,090	6,097	6,081	6,076	6,054	6,064	6,046	6,043	6,033	6,112	6,168	6,166	6,146
Groceries and Foods (specialty lines)	1,702	23,006	22,625	22,560	22,673	22,570	22,571	22,667	22,828	22,845	23,132	23,832	23,888	23,887
Hardware	180	4,212	4,174	4,177	4,198	4,200	4,204	4,194	4,213	4,203	4,232	4,249	4,239	4,255
Jewelry and Optical Goods	854	4,743	4,580	4,577	4,588	4,577	4,602	4,626	4,631	4,678	4,806	5,013	5,035	5,209
Lumber and Construction Materials	182	6,386	5,977	6,038	6,118	6,263	6,391	6,421	6,352	6,393	6,655	6,770	6,734	6,526
Machinery, Equipment and Supplies	1,076	22,677	22,212	22,180	22,446	22,300	22,361	22,345	22,475	22,683	22,756	23,072	23,433	23,855
Metals and Metal Work (except scrap)	136	4,624	4,393	4,443	4,471	4,518	4,607	4,644	4,717	4,721	4,722	4,745	4,765	4,748
Paper and its Products	552	8,284	8,210	8,233	8,230	8,235	8,237	8,271	8,283	8,237	8,285	8,394	8,377	8,422
Petroleum and its Products	145	9,439	9,605	9,624	9,427	9,383	9,368	9,403	9,409	9,382	9,384	9,439	9,445	9,405
Plumbing and Heating Eqpt. and Spls.	182	4,980	4,848	4,832	4,850	4,880	4,902	4,934	4,977	5,007	5,079	5,188	5,154	5,103
Tobacco and its Products (except leaf)	268	4,452	4,415	4,398	4,410	4,406	4,407	4,430	4,464	4,478	4,489	4,506	4,509	4,518
Waste Materials	802	4,388	4,210	4,175	4,207	4,299	4,320	4,378	4,420	4,368	4,400	4,643	4,608	4,634
All Other Products	1,070	11,213	10,937	10,974	10,971	11,082	11,144	11,133	11,082	11,166	11,352	11,566	11,561	11,593

* Includes no employees of commission bulk tank stations. See text.

STATE OF PENNSYLVANIA

TABLE 2 - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	7,240	82,049	81,093	81,258	81,346	81,798	81,695	81,914	82,118	82,191	82,441	83,044	82,742	82,947
Amusement and Sporting Goods	64	1,289	1,275	1,271	1,271	1,284	1,290	1,292	1,292	1,298	1,290	1,295	1,296	1,314
Automotive	231	5,424	5,294	5,325	5,354	5,392	5,426	5,407	5,479	5,558	5,464	5,487	5,451	5,451
Beer, Wines and Liquors	881	2,324	2,184	2,180	2,196	2,257	2,290	2,367	2,411	2,411	2,400	2,398	2,386	2,414
Chemicals and Paints	56	1,628	1,602	1,600	1,604	1,609	1,633	1,639	1,637	1,641	1,631	1,638	1,646	1,650
Clothing and Furnishings	361	2,041	1,990	1,988	2,010	2,019	2,016	2,002	1,974	2,004	2,083	2,127	2,127	2,157
Coal and Coke	52	1,076	1,095	1,097	1,090	1,066	1,052	1,060	1,043	1,044	1,056	1,088	1,099	1,118
Drugs (full line)	5	804	797	796	794	796	794	796	807	809	805	821	814	817
Drugs and Drug Sundries (specialty lines)	55	571	552	558	559	555	569	574	578	577	580	594	580	582
Dry Goods (full line)	21	670	664	671	669	667	667	671	668	674	678	684	636	685
Dry Goods (specialty lines)	140	1,020	1,015	1,016	1,017	1,020	1,029	1,021	1,018	1,017	1,018	1,024	1,021	1,018
Electrical Goods	143	4,069	4,473	4,474	4,445	4,440	3,910	3,938	3,848	3,816	3,825	3,876	3,885	3,904
Farm Products - raw materials	343	1,279	1,257	1,257	1,260	1,246	1,249	1,255	1,269	1,286	1,312	1,332	1,321	1,310
Farm Products - consumer goods	1,216	7,301	7,232	7,233	7,217	7,287	7,353	7,390	7,410	7,347	7,265	7,310	7,261	7,301
Farm Supplies	88	442	433	441	444	452	446	429	434	435	446	462	443	445
Furniture and House Furnishings	143	1,344	1,322	1,323	1,332	1,334	1,345	1,328	1,328	1,340	1,358	1,383	1,373	1,357
General Merchandise	13	100	100	99	101	100	101	98	94	95	99	99	101	111
Groceries (full line)	119	3,987	3,940	3,949	3,946	3,945	3,951	3,940	3,962	3,986	4,039	4,062	4,067	4,051
Groceries and Foods (specialty lines)	975	11,607	11,601	11,597	11,585	11,581	11,570	11,559	11,537	11,499	11,583	11,714	11,697	11,755
Hardware	61	1,899	1,895	1,896	1,907	1,914	1,911	1,908	1,911	1,917	1,921	1,879	1,872	1,863
Jewelry and Optical Goods	103	949	921	940	945	948	946	947	946	948	952	945	960	984
Lumber and Construction Materials	180	3,490	3,353	3,328	3,400	3,463	3,536	3,516	3,540	3,543	3,577	3,545	3,571	3,514
Machinery, Equipment and Supplies	499	8,364	8,014	8,091	8,218	8,390	8,399	8,462	8,510	8,421	8,448	8,506	8,451	8,464
Metals and Metal Work (except scrap)	66	2,497	2,410	2,434	2,433	2,452	2,466	2,485	2,508	2,553	2,546	2,582	2,562	2,554
Paper and its Products	148	2,310	2,288	2,271	2,278	2,300	2,298	2,294	2,296	2,304	2,325	2,343	2,354	2,375
Petroleum and its Products	124	6,557	6,729	6,636	6,520	6,480	6,542	6,549	6,537	6,526	6,515	6,550	6,531	6,575
Plumbing and Heating Eqpt. and Spls.	106	2,312	2,201	2,191	2,226	2,219	2,259	2,284	2,330	2,361	2,400	2,447	2,422	2,398
Tobacco and its Products (except leaf)	229	1,593	1,504	1,514	1,523	1,548	1,567	1,568	1,613	1,637	1,651	1,660	1,664	1,661
Waste Materials	487	2,382	2,288	2,275	2,304	2,354	2,389	2,433	2,425	2,432	2,421	2,459	2,420	2,390
All Other Products	331	2,720	2,664	2,807	2,698	2,680	2,691	2,702	2,713	2,732	2,753	2,734	2,731	2,729

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* Includes no employees of commission bulk tank stations. See text.

STATE OF ILLINOIS

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	6,611	104,740	102,242	102,430	102,965	103,588	104,043	104,242	104,574	105,254	105,939	107,313	107,430	106,861
Amusement and Sporting Goods	58	1,300	1,249	1,274	1,272	1,289	1,282	1,322	1,313	1,293	1,304	1,324	1,317	1,362
Automotive	274	5,208	4,989	4,975	5,044	5,172	5,197	5,273	5,323	5,313	5,295	5,292	5,324	5,299
Beer, Wines and Liquors	473	3,857	3,686	3,696	3,736	3,802	3,831	3,872	3,886	3,894	3,927	3,996	3,973	3,984
Chemicals and Paints	55	2,565	2,511	2,513	2,540	2,553	2,561	2,560	2,560	2,574	2,598	2,605	2,603	2,606
Clothing and Furnishings	304	2,716	2,638	2,648	2,655	2,691	2,692	2,696	2,673	2,745	2,757	2,798	2,788	2,805
Coal and Coke	21	1,123	1,177	1,177	1,168	1,097	1,072	1,078	1,079	1,091	1,124	1,189	1,109	1,115
Drugs (full line)	--	930	929	933	935	920	917	921	930	938	936	931	937	938
Drugs and Drug Sundries (specialty lines)	79	1,674	1,583	1,613	1,628	1,644	1,632	1,659	1,647	1,674	1,707	1,744	1,754	1,797
Dry Goods (full line)	2	3,570	3,464	3,571	3,572	3,569	3,548	3,574	3,446	3,516	3,592	3,771	3,754	3,467
Dry Goods (specialty lines)	157	1,243	1,243	1,253	1,258	1,243	1,239	1,231	1,223	1,225	1,239	1,254	1,251	1,251
Electrical Goods	138	3,767	3,584	3,602	3,657	3,694	3,765	3,783	3,781	3,824	3,840	3,873	3,913	3,888
Farm Products - raw materials	872	5,029	5,104	5,077	4,991	4,979	4,970	4,934	5,115	5,098	5,061	5,046	4,984	4,989
Farm Products - consumer goods	1,319	8,707	8,471	8,353	8,398	8,601	8,700	8,796	8,820	8,809	8,794	8,896	8,929	8,917
Farm Supplies	104	1,025	1,039	1,150	1,195	1,146	1,062	951	897	928	951	1,002	1,001	978
Furniture and House Furnishings	143	1,720	1,595	1,600	1,616	1,667	1,698	1,702	1,729	1,771	1,770	1,827	1,825	1,834
General Merchandise	9	1,433	1,471	1,407	1,386	1,362	1,363	1,353	1,380	1,412	1,442	1,484	1,542	1,599
Groceries (full line)	50	5,283	5,249	5,195	5,213	5,225	5,183	5,180	5,323	5,409	5,333	5,388	5,361	5,337
Groceries and Foods (specialty lines)	777	11,568	11,408	11,367	11,382	11,392	11,524	11,380	11,444	11,474	11,713	11,851	11,985	11,896
Hardware	51	1,980	1,923	1,929	1,929	1,949	1,951	1,965	1,964	1,985	2,020	2,037	2,047	2,055
Jewelry and Optical Goods	67	1,811	1,746	1,728	1,729	1,765	1,770	1,784	1,782	1,792	1,833	1,854	1,926	2,023
Lumber and Construction Materials	109	4,166	4,017	4,056	4,105	4,193	4,188	4,181	4,158	4,190	4,254	4,262	4,245	4,143
Machinery, Equipment and Supplies	377	11,467	11,110	11,246	11,363	11,388	11,452	11,472	11,465	11,527	11,620	11,727	11,732	11,507
Metals and Metal Work (except scrap)	36	3,890	3,734	3,760	3,776	3,799	3,864	3,914	3,931	3,959	3,945	3,987	4,008	4,003
Paper and its Products	139	2,747	2,640	2,669	2,691	2,709	2,733	2,738	2,750	2,757	2,777	2,822	2,832	2,840
Petroleum and its Products	216	5,620	5,580	5,581	5,602	5,564	5,595	5,607	5,636	5,669	5,649	5,676	5,651	5,635
Plumbing and Heating Eqpt. and Spls.	65	2,071	1,998	2,008	2,021	2,022	2,053	2,051	2,072	2,087	2,110	2,179	2,124	2,121
Tobacco and its Products (except leaf)	145	1,235	1,208	1,213	1,214	1,219	1,222	1,221	1,255	1,245	1,248	1,261	1,256	1,263
Waste Materials	282	3,075	2,914	2,885	2,943	3,021	3,059	3,108	3,065	3,114	3,115	3,247	3,238	3,196
All Other Products	289	3,960	3,982	3,951	3,946	3,913	3,920	3,936	3,927	3,941	3,985	3,990	4,021	4,013

* Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF INDIANA

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	2,183	23,263	22,537	22,509	22,659	22,907	23,128	23,456	23,645	23,794	23,606	23,866	23,472	23,571
Amusement and Sporting Goods	5	266	248	248	246	253	268	273	265	263	273	295	285	269
Automotive	97	1,894	1,787	1,788	1,800	1,837	1,867	1,916	2,000	2,096	1,919	1,926	1,896	1,901
Beer, Wines and Liquors	47	714	562	561	562	612	717	764	789	803	799	797	797	807
Chemicals and Paints	18	247	241	236	240	254	265	263	255	250	243	248	233	231
Clothing and Furnishings	26	125	121	124	126	126	122	123	124	125	125	126	131	131
Coal and Coke	20	262	260	256	262	256	251	245	261	261	272	276	272	269
Drugs (full line)	4	420	410	410	414	414	415	418	417	418	424	434	432	437
Drugs and Drug Sundries (specialty lines)	10	142	140	141	141	141	141	142	142	142	142	142	143	143
Dry Goods (full line)	3	237	235	235	235	236	235	234	232	232	236	246	243	245
Dry Goods (specialty lines)	4	14	14	14	14	14	14	14	14	14	14	14	14	14
Electrical Goods	38	645	610	616	616	628	633	634	650	665	658	713	665	656
Farm Products - raw materials	376	1,915	1,972	1,865	1,849	1,835	1,831	1,857	1,946	1,950	1,941	1,951	1,928	2,050
Farm Products - consumer goods	562	2,504	2,429	2,430	2,448	2,470	2,506	2,530	2,549	2,520	2,531	2,567	2,535	2,527
Farm Supplies	44	388	364	373	381	382	386	385	412	424	399	400	381	374
Furniture and House Furnishings	16	239	236	235	236	237	236	239	239	241	239	241	241	242
General Merchandise	3	30	30	30	30	30	31	31	31	31	31	31	30	30
Groceries (full line)	31	1,897	1,885	1,889	1,887	1,890	1,843	1,911	1,957	1,946	1,883	1,906	1,877	1,886
Groceries and Foods (specialty lines)	239	1,585	1,547	1,549	1,548	1,543	1,544	1,582	1,578	1,579	1,595	1,663	1,642	1,645
Hardware	17	794	788	789	787	795	793	793	794	794	797	800	798	801
Jewelry and Optical Goods	7	156	153	153	153	154	155	155	156	156	158	161	161	160
Lumber and Construction Materials	56	691	649	660	662	677	693	687	707	716	716	719	707	699
Machinery, Equipment and Supplies	124	2,093	1,991	2,071	2,135	2,152	2,163	2,219	2,062	2,064	2,067	2,074	2,060	2,062
Metals and Metal Work (except scrap)	10	232	207	208	215	212	224	234	241	239	256	259	244	239
Paper and its Products	20	528	523	519	520	532	530	531	530	529	538	533	525	523
Petroleum and its Products	93	2,787	2,803	2,787	2,785	2,791	2,796	2,797	2,807	2,805	2,799	2,786	2,749	2,740
Plumbing and Heating Eqpt. and Spls.	16	487	465	455	456	478	492	477	492	510	507	513	496	508
Tobacco and its Products (except leaf)	57	418	411	410	411	412	412	417	416	417	429	428	428	430
Waste Materials	161	908	840	841	874	905	915	924	919	939	956	965	912	907
All Other Products	79	645	616	616	626	641	650	661	660	665	659	652	647	645

* Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF MICHIGAN

TABLE 2 - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	3,580	41,587	40,391	40,348	40,224	40,445	40,507	40,874	41,120	41,433	42,299	44,235	43,530	43,635
Amusement and Sporting Goods	25	415	400	398	404	415	409	411	414	419	424	427	431	433
Automotive	231	4,465	4,264	4,302	4,348	4,450	4,451	4,460	4,472	4,489	4,517	4,587	4,594	4,651
Beer, Wines and Liquors	194	1,147	990	997	1,023	1,052	1,132	1,191	1,251	1,287	1,247	1,223	1,172	1,194
Chemicals and Paints	26	840	808	824	829	830	848	840	840	842	849	867	854	854
Clothing and Furnishings	60	384	373	374	375	384	383	384	381	378	385	390	397	399
Coal and Coke	18	540	547	551	537	538	535	516	524	526	545	555	554	546
Drugs (full line)	2	334	332	334	338	332	333	331	332	333	331	334	338	339
Drugs and Drug Sundries (specialty lines)	28	674	659	673	665	673	677	670	669	680	676	690	682	679
Dry Goods (full line)	2	319	308	308	311	315	317	320	315	316	318	334	329	333
Dry Goods (specialty lines)	22	115	113	111	114	115	114	114	114	115	115	117	117	116
Electrical Goods	61	1,498	1,383	1,405	1,422	1,467	1,507	1,508	1,499	1,515	1,526	1,575	1,579	1,595
Farm Products - raw materials	277	2,403	2,497	2,414	2,299	2,250	2,104	2,208	2,058	2,053	2,362	2,916	2,881	2,800
Farm Products - consumer goods	763	4,127	3,865	3,873	3,919	3,933	3,922	3,975	4,123	4,111	4,354	4,855	4,405	4,189
Farm Supplies	47	1,033	1,439	1,218	976	765	737	648	692	789	930	1,399	1,293	1,508
Furniture and House Furnishings	34	371	345	356	364	375	371	371	371	370	377	385	380	387
General Merchandise	8	52	51	52	52	52	53	53	53	53	53	52	52	52
Groceries (full line)	53	1,870	1,840	1,843	1,846	1,850	1,859	1,867	1,868	1,881	1,888	1,894	1,904	1,895
Groceries and Foods (specialty lines)	541	4,164	3,949	3,955	3,992	4,084	4,108	4,198	4,255	4,258	4,278	4,328	4,289	4,275
Hardware	21	1,036	991	998	997	1,008	1,025	1,035	1,044	1,041	1,061	1,072	1,080	1,083
Jewelry and Optical Goods	22	512	506	503	508	510	511	508	506	511	519	521	515	521
Lumber and Construction Materials	62	1,092	1,066	1,065	1,072	1,085	1,074	1,089	1,090	1,086	1,103	1,142	1,124	1,103
Machinery, Equipment and Supplies	283	3,804	3,607	3,646	3,694	3,714	3,746	3,797	3,816	3,830	3,853	3,898	3,969	4,073
Metals and Metal Work (except scrap)	33	1,217	1,177	1,174	1,172	1,187	1,192	1,175	1,209	1,245	1,246	1,287	1,271	1,267
Paper and its Products	56	1,178	1,155	1,160	1,165	1,171	1,174	1,181	1,178	1,186	1,193	1,197	1,185	1,196
Petroleum and its Products	190	3,437	3,379	3,366	3,365	3,379	3,425	3,446	3,472	3,491	3,486	3,499	3,462	3,480
Plumbing and Heating Eqpt. and Spls.	33	948	925	922	925	937	936	947	955	959	967	970	969	966
Tobacco and its Products (except leaf)	93	751	735	734	732	735	740	744	746	749	769	774	772	776
Waste Materials	241	1,934	1,794	1,894	1,880	1,924	1,908	1,959	1,925	1,956	1,980	1,999	2,004	1,990
All Other Products	154	927	893	898	900	915	916	928	948	964	947	948	928	935

* Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF OHIO

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	5,323	68,394	65,993	66,430	66,798	67,629	68,069	68,344	68,819	69,668	69,726	70,160	69,605	69,487
Amusement and Sporting Goods	40	1,081	1,072	1,059	1,057	1,055	1,065	1,067	1,081	1,075	1,091	1,116	1,107	1,127
Automotive	285	5,264	5,127	5,152	5,197	5,246	5,242	5,282	5,277	5,322	5,306	5,333	5,314	5,370
Beer, Wines and Liquors	116	1,211	1,114	1,099	1,116	1,141	1,179	1,193	1,265	1,281	1,282	1,296	1,268	1,292
Chemicals and Paints	70	1,353	1,305	1,313	1,335	1,371	1,388	1,388	1,364	1,349	1,356	1,362	1,354	1,356
Clothing and Furnishings	148	1,200	1,129	1,168	1,177	1,179	1,156	1,153	1,165	1,193	1,263	1,300	1,255	1,256
Coal and Coke	32	1,417	1,465	1,465	1,459	1,440	1,409	1,416	1,394	1,445	1,389	1,369	1,372	1,375
Drugs (full line)	--	824	819	820	810	815	820	823	827	828	829	833	831	833
Drugs and Drug Sundries (specialty lines)	62	547	550	553	553	552	548	545	537	542	558	536	540	550
Dry Goods (full line)	10	436	437	432	434	432	433	432	437	440	436	439	439	442
Dry Goods (specialty lines)	70	254	249	248	249	250	255	253	261	254	256	258	259	256
Electrical Goods	95	3,392	3,228	3,273	3,342	3,414	3,489	3,421	3,413	3,424	3,396	3,433	3,409	3,462
Farm Products - raw materials	617	3,111	3,085	3,091	3,008	3,043	3,038	3,027	3,107	3,161	3,112	3,163	3,193	3,302
Farm Products - consumer goods	1,188	6,076	5,603	5,594	5,692	5,945	6,042	6,244	6,315	6,665	6,326	6,270	6,136	6,080
Farm Supplies	102	863	811	832	883	868	856	850	860	874	915	892	862	853
Furniture and House Furnishings	73	702	681	694	699	705	709	703	696	695	707	717	712	712
General Merchandise	7	224	213	212	209	214	217	224	230	230	234	231	230	241
Groceries (full line)	46	3,564	3,557	3,545	3,528	3,519	3,526	3,548	3,571	3,564	3,594	3,624	3,597	3,595
Groceries and Foods (specialty lines)	793	7,189	7,019	7,087	7,044	7,154	7,130	7,123	7,195	7,226	7,350	7,391	7,331	7,212
Hardware	29	1,977	1,937	1,944	1,953	1,969	1,968	1,974	1,986	1,998	2,002	2,006	1,996	1,991
Jewelry and Optical Goods	34	816	797	798	798	797	794	798	805	803	826	848	842	888
Lumber and Construction Materials	110	2,993	2,780	2,821	2,847	2,931	2,997	3,049	3,039	3,058	3,102	3,148	3,103	3,041
Machinery, Equipment and Supplies	394	7,647	7,195	7,338	7,469	7,544	7,629	7,682	7,710	7,821	7,874	7,910	7,865	7,721
Metals and Metal Work (except scrap)	53	1,894	1,787	1,813	1,824	1,842	1,872	1,875	1,883	1,913	1,943	2,006	2,000	1,970
Paper and its Products	66	2,188	2,203	2,162	2,171	2,166	2,163	2,178	2,194	2,187	2,199	2,189	2,210	2,235
Petroleum and its Products	185	4,843	4,784	4,846	4,832	4,860	4,919	4,827	4,850	4,871	4,866	4,863	4,830	4,773
Plumbing and Heating Eqpt. and Spls.	57	1,280	1,212	1,209	1,212	1,234	1,252	1,257	1,278	1,301	1,318	1,368	1,357	1,367
Tobacco and its Products (except leaf)	86	1,129	1,107	1,107	1,109	1,123	1,124	1,127	1,138	1,136	1,141	1,145	1,145	1,151
Waste Materials	360	2,911	2,802	2,821	2,841	2,834	2,828	2,846	2,884	2,969	3,022	3,072	3,017	3,001
All Other Products	195	2,008	1,925	1,934	1,950	1,986	2,021	2,039	2,057	2,043	2,033	2,042	2,031	2,035

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* Includes no employees of commission bulk tank stations. See text.

STATE OF WISCONSIN

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	2,035	24,936	24,270	24,413	24,513	24,702	24,749	24,868	24,881	25,060	25,273	25,605	25,539	25,359
Amusement and Sporting Goods	9	298	292	292	290	294	295	299	306	300	299	299	301	303
Automotive	54	1,433	1,367	1,384	1,396	1,421	1,417	1,426	1,425	1,442	1,425	1,484	1,492	1,511
Beer, Wines and Liquors	225	1,303	1,210	1,207	1,210	1,230	1,252	1,281	1,326	1,334	1,334	1,395	1,421	1,430
Chemicals and Paints	13	322	298	306	314	311	313	322	332	327	340	335	331	329
Clothing and Furnishings	28	724	707	727	730	741	739	720	707	711	729	740	725	716
Coal and Coke	2	1,549	1,622	1,641	1,574	1,488	1,515	1,542	1,530	1,479	1,566	1,545	1,538	1,553
Drugs (full line)	--	297	294	291	294	293	295	294	294	295	300	307	300	301
Drugs and Drug Sundries (specialty lines)	7	76	75	76	77	72	75	75	75	77	75	79	73	77
Dry Goods (full line)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Dry Goods (specialty lines)	8	82	82	81	81	81	82	81	81	81	82	85	86	86
Electrical Goods	17	713	686	703	722	717	712	711	711	718	720	712	718	720
Farm Products - raw materials	309	1,238	1,383	1,382	1,400	1,343	1,196	1,123	1,085	1,093	1,138	1,240	1,234	1,239
Farm Products - consumer goods	371	2,695	2,536	2,539	2,573	2,687	2,748	2,782	2,751	2,768	2,801	2,775	2,718	2,656
Farm Supplies	29	454	452	457	439	466	454	465	436	424	447	466	482	456
Furniture and House Furnishings	11	120	112	115	116	120	124	123	122	118	124	127	120	117
General Merchandise	2	23	23	23	23	23	23	23	23	23	24	24	24	24
Groceries (full line)	10	1,613	1,580	1,580	1,586	1,578	1,601	1,611	1,620	1,639	1,649	1,649	1,634	1,626
Groceries and Foods (specialty lines)	275	2,320	2,252	2,284	2,289	2,286	2,280	2,284	2,320	2,319	2,339	2,362	2,460	2,368
Hardware	8	818	789	795	792	801	811	821	832	831	832	843	839	835
Jewelry and Optical Goods	6	188	187	186	185	185	185	182	183	191	192	192	194	196
Lumber and Construction Materials	35	401	387	391	398	401	407	409	398	403	406	408	402	407
Machinery, Equipment and Supplies	111	2,018	1,909	1,924	1,959	2,006	2,016	2,037	2,057	2,041	2,050	2,088	2,070	2,055
Metals and Metal Work (except scrap)	12	839	822	822	819	823	829	842	839	842	851	857	858	869
Paper and its Products	26	607	572	571	572	574	573	591	604	759	645	626	601	599
Petroleum and its Products	175	2,745	2,686	2,686	2,703	2,735	2,762	2,755	2,745	2,756	2,763	2,807	2,781	2,766
Plumbing and Heating Eqpt and Spls.	19	602	570	569	567	582	584	587	600	614	634	643	642	637
Tobacco and its Products (except leaf)	69	397	384	384	386	387	392	394	404	404	406	407	411	410
Waste Materials	124	617	560	564	581	611	627	644	629	627	643	649	642	632
All Other Products	80	444	433	433	437	446	442	444	446	444	459	461	442	441

* Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF IOWA

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	2,619	19,753	18,701	18,691	18,825	19,229	19,426	19,866	20,165	20,334	20,268	20,800	20,526	20,186
Amusement and Sporting Goods	5	211	191	196	203	205	207	215	224	227	232	237	196	200
Automotive	85	1,667	1,589	1,596	1,623	1,647	1,643	1,661	1,670	1,672	1,684	1,711	1,740	1,762
Beer, Wines and Liquors	95	497	455	458	470	477	502	525	536	540	520	507	492	488
Chemicals and Paints	16	315	303	307	311	316	313	315	319	320	319	322	316	313
Clothing and Furnishings	16	178	164	168	174	175	178	170	177	183	189	190	184	184
Coal and Coke	6	83	97	95	93	81	51	45	45	67	101	112	96	107
Drugs (full line)	--	286	287	287	288	285	284	285	286	288	287	284	283	283
Drugs and Drug Sundries (specialty lines)	11	29	37	38	38	27	26	26	25	26	17	26	27	38
Dry Goods (full line)	--	103	103	104	102	103	104	104	103	103	103	104	104	105
Dry Goods (specialty lines)	3	8	8	8	8	8	8	8	8	8	8	8	8	8
Electrical Goods	15	385	368	370	374	379	388	384	394	392	392	398	395	392
Farm Products - raw materials	735	2,696	2,612	2,614	2,604	2,588	2,600	2,627	2,705	2,716	2,769	2,875	2,820	2,816
Farm Products - consumer goods	955	3,402	3,007	2,928	2,946	3,213	3,330	3,578	3,643	3,605	3,608	3,698	3,702	3,560
Farm Supplies	55	562	488	487	516	515	497	532	560	705	472	717	715	534
Furniture and House Furnishings	8	200	198	198	200	199	198	199	201	203	203	201	202	202
General Merchandise	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Groceries (full line)	10	1,660	1,571	1,561	1,570	1,584	1,598	1,644	1,703	1,725	1,758	1,774	1,728	1,698
Groceries and Foods (specialty lines)	134	1,220	1,178	1,180	1,182	1,195	1,229	1,236	1,242	1,230	1,242	1,258	1,238	1,236
Hardware	6	286	282	281	281	285	285	284	283	289	288	291	287	298
Jewelry and Optical Goods	--	148	145	143	145	146	145	144	150	152	153	153	153	152
Lumber and Construction Materials	23	402	376	376	382	384	413	417	420	417	418	419	407	394
Machinery, Equipment and Supplies	69	1,197	1,132	1,167	1,174	1,182	1,183	1,205	1,230	1,228	1,228	1,224	1,200	1,205
Metals and Metal Work (except scrap)	7	149	108	143	142	151	146	157	159	158	166	168	152	138
Paper and its Products	11	277	274	276	276	276	277	277	277	277	277	278	278	279
Petroleum and its Products	171	2,661	2,637	2,637	2,644	2,664	2,674	2,677	2,685	2,678	2,678	2,661	2,647	2,644
Plumbing and Heating Eqpt and Spls.	5	306	290	289	294	302	306	302	310	307	313	319	320	322
Tobacco and its Products (except leaf)	28	180	176	176	177	180	181	181	181	180	182	184	184	184
Waste Materials	117	425	386	396	394	442	438	448	415	424	438	457	430	426
All Other Products	33	220	239	212	214	220	222	220	214	214	223	224	222	218

* Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF KANSAS

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	2,076	12,726	12,270	12,325	12,457	12,549	12,699	12,902	13,092	12,948	12,955	12,968	12,817	12,730
Amusement and Sporting Goods	1	1	--	1	1	1	1	1	1	1	1	1	1	1
Automotive	80	816	784	794	798	803	808	817	819	819	839	846	837	831
Beer, Wines and Liquors	55	236	208	208	217	223	241	252	258	259	255	248	232	227
Chemicals and Paints	3	62	57	55	59	59	63	65	63	62	63	69	67	66
Clothing and Furnishings	--	5	6	6	6	4	5	6	5	6	5	4	5	6
Coal and Coke	3	27	31	31	25	25	25	21	27	27	27	27	27	27
Drugs (full line)	1	187	185	186	186	184	185	186	184	186	187	191	192	192
Drugs and Drug Sundries (specialty lines)	6	22	20	21	21	22	22	22	22	22	22	22	22	22
Dry Goods (full line)	--	79	78	78	82	82	77	77	76	80	80	80	81	81
Dry Goods (specialty lines)	2	6	5	5	5	5	5	6	6	6	6	6	6	6
Electrical Goods	3	210	204	205	208	210	210	208	208	211	213	214	214	213
Farm Products - raw materials	523	2,061	1,958	1,960	1,962	1,989	2,002	2,066	2,262	2,187	2,126	2,117	2,054	2,044
Farm Products - consumer goods	862	1,695	1,584	1,589	1,637	1,679	1,709	1,725	1,730	1,707	1,740	1,742	1,757	1,736
Farm Supplies	40	180	189	189	182	175	178	179	175	179	176	187	176	176
Furniture and House Furnishings	3	53	48	48	51	52	52	52	57	57	57	58	53	53
General Merchandise	2	14	14	14	14	14	14	14	14	14	14	14	14	14
Groceries (full line)	17	1,178	1,181	1,177	1,167	1,167	1,168	1,173	1,180	1,175	1,184	1,197	1,185	1,185
Groceries and Foods (specialty lines)	81	1,284	1,263	1,262	1,289	1,282	1,314	1,324	1,313	1,272	1,276	1,279	1,277	1,257
Hardware	2	366	361	361	362	361	365	368	369	370	369	371	370	370
Jewelry and Optical Goods	4	75	72	73	74	73	75	75	74	76	75	76	77	76
Lumber and Construction Materials	13	274	268	267	271	272	274	279	276	278	278	278	277	274
Machinery, Equipment and Supplies	42	859	786	818	845	848	856	912	907	886	872	878	849	857
Metals and Metal Work (except scrap)	1	45	45	44	44	46	44	45	44	46	49	46	46	45
Paper and its Products	5	97	97	97	97	97	97	97	97	98	98	98	98	98
Petroleum and its Products	178	2,150	2,113	2,117	2,117	2,140	2,162	2,178	2,177	2,170	2,170	2,160	2,151	2,142
Plumbing and Heating Eqpt. and Spls.	10	224	220	217	221	225	226	221	221	221	226	230	233	222
Tobacco and its Products (except leaf)	39	151	146	146	145	146	147	149	150	154	154	159	157	158
Waste Materials	80	288	268	276	288	284	293	304	295	298	305	292	282	274
All Other Products	20	81	79	80	83	81	81	80	82	81	88	78	77	77

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* Includes no employees of commission bulk tank stations. See text.

STATE OF MINNESOTA

TABLE 2 - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	2,585	32,079	30,878	30,876	30,948	31,229	31,378	31,695	32,287	32,661	33,128	33,712	33,273	32,884
Amusement and Sporting Goods	19	453	436	436	437	450	456	461	462	455	453	461	459	468
Automotive	85	2,156	2,092	2,103	2,112	2,137	2,140	2,182	2,210	2,186	2,207	2,177	2,155	2,171
Beer, Wines and Liquors	191	1,003	906	911	948	952	970	1,046	1,072	1,069	1,062	1,048	1,030	1,022
Chemicals and Paints	21	315	302	300	306	309	315	322	323	323	318	324	321	311
Clothing and Furnishings	66	397	368	384	382	384	376	373	387	409	436	429	424	406
Coal and Coke	4	914	1,043	1,001	909	879	878	866	840	839	895	930	943	939
Drugs (full line)	--	390	390	390	390	389	389	389	389	389	389	390	390	390
Drugs and Drug Sundries (specialty lines)	21	161	158	158	160	160	156	156	157	158	162	175	171	167
Dry Goods (full line)	2	564	534	523	509	525	532	563	583	581	593	619	596	610
Dry Goods (specialty lines)	19	89	84	84	85	94	93	94	84	83	84	86	96	96
Electrical Goods	50	754	713	712	726	730	737	742	748	761	779	800	796	807
Farm Products - raw materials	503	3,800	3,650	3,624	3,619	3,568	3,619	3,670	3,822	3,956	4,057	4,111	4,004	3,905
Farm Products - consumer goods	638	2,639	2,348	2,459	2,561	2,608	2,511	2,482	2,469	2,516	2,705	3,074	3,076	2,865
Farm Supplies	33	761	844	822	747	741	713	643	731	755	762	803	767	798
Furniture and House Furnishings	22	240	228	230	230	231	239	240	237	246	250	257	249	249
General Merchandise	3	600	574	567	561	554	550	556	566	597	630	642	679	729
Groceries (full line)	10	1,866	1,815	1,812	1,823	1,831	1,851	1,858	1,879	1,891	1,906	1,925	1,903	1,895
Groceries and Foods (specialty lines)	207	2,876	2,836	2,837	2,787	2,816	2,889	2,921	2,943	2,909	2,889	2,917	2,897	2,877
Hardware	14	1,937	1,890	1,895	1,910	1,932	1,932	1,955	1,959	1,968	1,963	1,943	1,947	1,944
Jewelry and Optical Goods	9	259	259	259	260	259	258	257	259	256	259	259	260	263
Lumber and Construction Materials	36	985	889	895	900	951	1,008	1,029	1,018	1,042	1,036	1,047	1,019	992
Machinery, Equipment and Supplies	118	2,665	2,384	2,415	2,505	2,581	2,605	2,673	2,825	2,911	2,844	2,797	2,747	2,688
Metals and Metal Work (except scrap)	15	214	204	195	201	211	209	220	226	220	225	231	218	214
Paper and its Products	22	893	883	876	871	866	865	871	877	893	931	942	926	912
Petroleum and its Products	225	3,102	3,056	3,028	3,047	3,098	3,113	3,104	3,170	3,164	3,153	3,170	3,072	3,049
Plumbing and Heating Eqpt. and Spls.	37	612	581	581	576	581	589	594	620	631	643	661	651	642
Tobacco and its Products (except leaf)	56	263	250	251	256	259	256	263	267	270	272	273	269	270
Waste Materials	91	708	658	653	672	684	681	713	719	731	764	764	727	724
All Other Products	68	463	503	475	458	449	448	452	445	452	461	457	481	481

* Includes no employees of commission bulk tank stations. See text.

STATE OF MISSOURI

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	3,740	56,576	55,335	55,645	55,882	56,032	56,081	56,309	56,771	56,840	57,181	57,832	57,590	57,419
Amusement and Sporting Goods	24	819	790	791	794	811	823	836	830	828	821	824	836	838
Automotive	203	3,366	3,188	3,194	3,235	3,271	3,273	3,300	3,360	3,399	3,486	3,506	3,582	3,592
Beer, Wines and Liquors	138	1,051	979	977	975	1,010	1,019	1,057	1,076	1,102	1,107	1,119	1,093	1,092
Chemicals and Paints	41	1,046	1,026	1,034	1,048	1,055	1,060	1,057	1,059	1,068	1,040	1,035	1,033	1,031
Clothing and Furnishings	134	4,392	4,349	4,439	4,453	4,433	4,351	4,323	4,362	4,407	4,448	4,435	4,384	4,314
Coal and Coke	19	410	422	419	418	399	390	362	387	408	422	435	429	433
Drugs (full line)	--	1,018	1,027	1,031	1,034	1,023	1,023	1,015	1,015	1,011	1,007	1,010	1,010	1,016
Drugs and Drug Sundries (specialty lines)	25	854	845	832	839	839	844	845	856	862	864	878	872	866
Dry Goods (full line)	5	2,437	2,430	2,477	2,454	2,412	2,403	2,413	2,409	2,443	2,457	2,475	2,491	2,377
Dry Goods (specialty lines)	67	379	385	386	385	384	379	368	369	375	376	386	381	378
Electrical Goods	62	1,793	1,714	1,742	1,779	1,804	1,819	1,821	1,827	1,813	1,780	1,811	1,801	1,811
Farm Products - raw materials	535	2,928	3,131	3,063	2,864	2,788	2,801	2,797	2,983	2,912	2,863	2,942	2,921	3,077
Farm Products - consumer goods	970	5,040	4,756	4,812	4,931	5,061	5,097	5,153	5,175	5,052	5,071	5,133	5,141	5,104
Farm Supplies	113	800	769	792	816	840	811	793	774	778	795	803	819	811
Furniture and House Furnishings	46	948	935	940	945	940	936	932	941	952	961	961	963	967
General Merchandise	7	892	900	887	856	840	843	831	847	891	955	973	976	903
Groceries (full line)	32	2,309	2,295	2,287	2,295	2,284	2,271	2,281	2,314	2,308	2,348	2,350	2,342	2,339
Groceries and Foods (specialty lines)	348	5,557	5,497	5,535	5,532	5,510	5,507	5,516	5,510	5,522	5,570	5,741	5,636	5,614
Hardware	17	2,738	2,679	2,699	2,705	2,730	2,746	2,740	2,759	2,751	2,799	2,763	2,758	2,721
Jewelry and Optical Goods	17	574	566	568	571	570	561	571	574	574	582	591	580	586
Lumber and Construction Materials	67	1,867	1,800	1,819	1,857	1,855	1,869	1,866	1,857	1,874	1,886	1,908	1,906	1,901
Machinery, Equipment and Supplies	220	5,157	4,921	4,965	5,061	5,084	5,145	5,280	5,238	5,246	5,212	5,282	5,199	5,257
Metals and Metal Work (except scrap)	13	1,066	954	952	989	1,010	1,043	1,069	1,075	1,097	1,128	1,146	1,199	1,133
Paper and its Products	44	1,405	1,393	1,393	1,391	1,398	1,400	1,400	1,396	1,404	1,404	1,426	1,424	1,437
Petroleum and its Products	206	3,069	3,021	3,023	3,021	3,036	3,048	3,068	3,117	3,112	3,103	3,101	3,091	3,093
Plumbing and Heating Eqpt. and Spls.	38	892	864	863	867	868	878	877	889	893	919	939	933	914
Tobacco and its Products (except leaf)	82	1,049	1,036	1,033	1,038	1,052	1,047	1,047	1,061	1,055	1,059	1,053	1,049	1,052
Waste Materials	132	988	944	959	972	983	967	976	989	992	1,001	1,043	1,013	1,012
All Other Products	135	1,732	1,719	1,733	1,757	1,742	1,727	1,715	1,722	1,711	1,717	1,763	1,728	1,750

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* Includes no employees of commission bulk tank stations. See text.

STATE OF NEBRASKA

TABLE 2 - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	1,603	13,672	13,167	13,186	13,288	13,374	13,450	13,625	13,987	13,975	14,026	14,108	13,959	13,919
Amusement and Sporting Goods	7	267	262	264	263	265	266	264	270	265	270	270	270	273
Automotive	41	1,103	1,033	1,044	1,042	1,055	1,061	1,074	1,123	1,143	1,168	1,162	1,159	1,172
Beer, Wines and Liquors	70	428	372	373	378	387	404	451	468	475	458	466	451	447
Chemicals and Paints	3	114	105	108	117	117	118	121	118	118	111	113	112	110
Clothing and Furnishings	5	40	40	39	41	41	41	40	39	39	41	41	40	40
Coal and Coke	5	75	78	78	78	74	70	69	71	72	77	81	79	78
Drugs (full line)	--	163	144	144	144	144	144	144	180	181	181	184	180	181
Drugs and Drug Sundries (specialty lines)	6	41	36	39	43	40	33	45	57	51	44	43	37	29
Dry Goods (full line)	--	22	22	22	22	22	22	22	22	22	22	22	22	22
Dry Goods (specialty lines)	1	5	5	5	5	5	5	5	5	5	5	5	5	5
Electrical Goods	16	331	320	323	326	329	333	334	334	335	335	331	333	337
Farm Products - raw materials	527	2,280	2,212	2,178	2,202	2,207	2,199	2,213	2,345	2,355	2,376	2,409	2,338	2,320
Farm Products - consumer goods	606	1,831	1,807	1,801	1,814	1,804	1,806	1,818	1,812	1,817	1,820	1,883	1,899	1,894
Farm Supplies	25	212	205	219	219	213	205	199	217	223	210	208	213	207
Furniture and House Furnishings	8	147	139	142	141	146	144	147	147	149	153	149	152	149
General Merchandise	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Groceries (full line)	8	1,370	1,335	1,341	1,344	1,354	1,356	1,362	1,374	1,382	1,401	1,396	1,395	1,398
Groceries and Foods (specialty lines)	48	852	841	834	831	862	884	884	881	842	837	839	840	845
Hardware	1	250	249	250	250	251	251	250	250	250	252	250	251	250
Jewelry and Optical Goods	1	122	124	125	122	122	122	120	120	123	126	122	123	121
Lumber and Construction Materials	10	186	170	172	169	169	178	184	198	195	193	203	200	201
Machinery, Equipment and Supplies	36	1,390	1,271	1,304	1,348	1,368	1,390	1,444	1,483	1,443	1,418	1,437	1,391	1,385
Metals and Metal Work (except scrap)	3	110	94	94	101	101	107	116	121	121	123	119	117	112
Paper and its Products	9	313	310	304	296	296	297	298	316	326	355	326	315	320
Petroleum and its Products	116	1,460	1,456	1,451	1,455	1,463	1,465	1,464	1,468	1,470	1,468	1,462	1,448	1,449
Plumbing and Heating Eqpt. and Spls.	2	175	158	160	162	163	169	179	184	192	190	185	189	175
Tobacco and its Products (except leaf)	10	90	89	89	89	89	90	90	91	91	91	91	91	91
Waste Materials	26	155	151	144	147	148	152	149	155	151	162	168	168	167
All Other Products	13	140	139	139	139	139	138	139	138	139	139	143	141	141

* Includes no employees of commission bulk tank stations. See text.

STATE OF NORTH DAKOTA

TABLE 2 - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	588	4,935	4,534	4,621	4,696	4,733	4,698	4,754	4,961	5,184	5,446	5,519	5,160	4,914
Amusement and Sporting Goods	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Automotive	18	463	404	423	441	451	451	453	469	485	498	491	504	486
Beer, Wines and Liquors	30	115	106	105	106	113	117	118	126	124	123	118	112	112
Chemicals and Paints	4	63	57	58	63	63	67	68	66	61	64	69	63	60
Clothing and Furnishings	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Coal and Coke	--	3	3	3	3	3	3	3	3	3	3	3	3	3
Drugs (full line)	--	2	2	2	2	2	2	2	2	2	2	2	2	2
Drugs and Drug Sundries (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Dry Goods (full line)	--	26	26	26	26	26	26	26	26	26	26	26	26	26
Dry Goods (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Electrical Goods	2	35	32	33	32	33	33	33	33	33	35	41	41	41
Farm Products - raw materials	207	1,462	1,360	1,364	1,365	1,371	1,373	1,388	1,463	1,561	1,618	1,668	1,518	1,490
Farm Products - consumer goods	214	426	373	411	446	397	351	328	326	397	590	623	497	368
Farm Supplies	11	87	99	103	94	96	85	78	68	67	79	94	92	94
Furniture and House Furnishings	--	--	--	--	--	--	--	--	--	--	--	--	--	--
General Merchandise	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Groceries (full line)	--	459	449	451	451	462	462	470	467	467	465	462	457	450
Groceries and Foods (specialty lines)	15	297	269	267	270	274	275	290	292	301	333	345	328	325
Hardware	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Jewelry and Optical Goods	--	33	33	33	33	33	33	33	33	33	33	33	33	33
Lumber and Construction Materials	2	30	22	23	24	27	29	33	37	37	32	33	31	28
Machinery, Equipment and Supplies	14	477	372	387	396	429	427	467	578	611	569	542	493	447
Metals and Metal Work (except scrap)	--	10	10	10	11	10	10	10	10	10	10	10	10	10
Paper and its Products	--	19	19	19	19	20	19	19	19	19	19	19	19	19
Petroleum and its Products	53	725	710	709	714	723	731	732	735	739	741	728	721	712
Plumbing and Heating Eqpt. and Spls.	1	25	24	24	24	24	25	25	25	25	26	26	26	26
Tobacco and its Products (except leaf)	1	36	33	35	36	34	36	36	37	37	36	36	36	35
Waste Materials	11	94	85	89	92	94	95	94	97	97	95	100	98	97
All Other Products	5	48	46	46	48	48	48	48	49	49	49	50	50	50

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* Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF SOUTH DAKOTA

TABLE 2 - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	534	4,478	4,170	4,169	4,294	4,490	4,553	4,474	4,513	4,571	4,644	4,665	4,613	4,580
Amusement and Sporting Goods	--	34	35	35	35	35	35	35	35	35	35	35	35	27
Automotive	22	270	240	239	247	251	264	266	273	278	281	299	296	301
Beer, Wines and Liquors	17	195	148	140	142	163	217	220	200	212	212	211	243	231
Chemicals and Paints	1	22	19	19	19	23	23	23	23	21	22	22	22	22
Clothing and Furnishings	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Coal and Coke	--	2	2	2	2	3	3	3	3	3	3	2	2	2
Drugs (full line)	--	57	40	40	40	60	63	63	63	63	63	63	63	63
Drugs and Drug Sundries (specialty lines)	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Dry Goods (full line)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Dry Goods (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Electrical Goods	3	43	41	41	41	41	41	41	43	43	43	45	45	45
Farm Products - raw materials	183	962	906	905	908	900	921	931	976	999	1,040	1,054	1,005	1,005
Farm Products - consumer goods	210	738	698	695	708	715	718	737	724	730	780	783	789	780
Farm Supplies	9	213	204	204	280	409	355	205	158	143	139	143	155	155
Furniture and House Furnishings	--	--	--	--	--	--	--	--	--	--	--	--	--	--
General Merchandise	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Groceries (full line)	--	455	449	449	449	452	457	456	458	458	464	464	458	452
Groceries and Foods (specialty lines)	5	136	134	135	135	135	136	136	136	137	136	137	135	134
Hardware	1	65	65	65	65	65	65	65	65	65	65	65	65	65
Jewelry and Optical Goods	1	21	21	21	21	21	21	20	20	20	20	22	20	21
Lumber and Construction Materials	5	101	86	86	90	90	95	106	115	116	113	110	104	102
Machinery, Equipment and Supplies	8	302	233	243	259	268	279	305	352	376	358	334	311	306
Metals and Metal Work (except scrap)	--	12	12	12	12	12	12	12	12	12	12	12	12	12
Paper and its Products	1	39	40	40	39	39	39	39	38	39	39	39	39	39
Petroleum and its Products	49	723	715	714	716	724	722	724	730	731	727	734	721	724
Plumbing and Heating Eqpt. and Spls.	2	32	30	30	30	30	32	32	33	34	34	34	34	34
Tobacco and its Products (except leaf)	1	6	6	6	6	6	6	6	6	6	6	6	6	6
Waste Materials	11	37	33	35	37	35	36	36	37	37	39	38	40	41
All Other Products	4	12	12	12	12	12	12	12	12	12	12	12	12	12

* Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF DELAWARE

TABLE 2 - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	148	1,899	1,808	1,813	1,841	1,856	1,893	1,917	1,961	1,955	1,960	1,962	1,923	1,900
Amusement and Sporting Goods	1	14	14	14	14	14	14	14	14	14	14	14	14	14
Automotive	2	95	93	94	94	95	95	96	98	96	96	96	96	96
Beer, Wines and Liquors	5	112	102	103	103	108	114	118	118	117	118	116	114	115
Chemicals and Paints	2	283	277	274	279	279	285	284	283	284	284	287	289	290
Clothing and Furnishings	1	4	4	4	4	4	4	4	4	4	4	4	4	4
Coal and Coke	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Drugs (full line)	--	55	52	52	52	52	52	57	56	56	57	57	57	57
Drugs and Drug Sundries (specialty lines)	1	19	19	19	19	19	19	19	19	19	19	19	19	19
Dry Goods (full line)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Dry Goods (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Electrical Goods	1	50	47	48	49	50	51	49	49	50	50	51	51	51
Farm Products - raw materials	21	55	50	53	55	49	49	50	56	53	60	61	64	60
Farm Products - consumer goods	59	182	144	146	155	159	172	186	216	226	229	211	180	160
Farm Supplies	4	6	3	3	5	7	7	6	6	7	7	7	6	4
Furniture and House Furnishings	1	5	6	6	6	6	6	6	5	5	5	5	5	5
General Merchandise	--	2	2	2	2	2	2	2	2	2	2	2	2	2
Groceries (full line)	1	80	80	80	80	80	80	80	79	79	80	79	79	79
Groceries and Foods (specialty lines)	23	307	298	300	302	302	307	304	306	308	307	315	315	323
Hardware	--	32	32	32	32	32	32	32	32	32	32	32	32	32
Jewelry and Optical Goods	--	8	8	8	8	8	8	8	8	8	8	8	8	8
Lumber and Construction Materials	2	115	113	112	113	113	115	122	126	117	109	113	111	111
Machinery, Equipment and Supplies	2	47	45	46	46	46	46	46	47	47	46	49	48	46
Metals and Metal Work (except scrap)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Paper and its Products	2	19	18	18	19	21	21	21	19	19	18	19	19	17
Petroleum and its Products	1	151	151	148	149	152	152	151	154	152	149	150	149	149
Plumbing and Heating Eqpt and Spls.	2	88	88	88	88	88	88	88	88	88	89	89	89	89
Tobacco and its Products (except leaf)	3	38	38	38	37	38	38	38	39	39	39	39	39	39
Waste Materials	9	48	40	40	45	47	53	54	51	47	52	53	51	46
All Other Products	5	84	84	85	85	85	83	82	86	86	86	86	82	84

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* Includes no employees of commission bulk tank stations. See text.

DISTRICT OF COLUMBIA

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	327	8,274	8,048	8,065	8,123	8,184	8,260	8,288	8,295	8,304	8,337	8,461	8,464	8,459
Amusement and Sporting Goods	5	373	364	369	366	369	371	366	374	379	381	380	375	381
Automotive	26	648	637	641	643	647	654	652	653	648	641	652	656	654
Beer, Wines and Liquors	4	401	349	355	380	380	390	411	416	417	424	429	430	431
Chemicals and Paints	9	99	96	96	96	96	98	99	101	101	102	103	103	102
Clothing and Furnishings	7	9	9	9	9	9	9	9	9	9	9	9	9	9
Coal and Coke	3	40	48	50	42	39	32	32	31	31	36	47	45	47
Drugs (full line)	--	92	91	91	91	91	91	91	91	91	91	93	93	99
Drugs and Drug Sundries (specialty lines)	4	34	33	33	34	32	33	32	33	33	35	37	37	36
Dry Goods (full line)	--	29	31	29	28	28	28	28	29	29	29	29	29	29
Dry Goods (specialty lines)	4	15	14	15	15	15	15	15	15	15	15	15	15	15
Electrical Goods	6	696	673	677	680	691	693	694	699	706	709	711	713	711
Farm Products - raw materials	1	27	28	28	28	26	26	25	28	28	28	28	26	26
Farm Products - consumer goods	61	979	957	948	961	961	964	975	984	983	988	999	1,018	1,007
Farm Supplies	2	22	22	22	22	22	22	22	22	22	22	21	21	22
Furniture and House Furnishings	1	60	59	59	58	58	59	59	61	61	61	62	62	61
General Merchandise	1	6	6	6	6	6	6	6	6	6	6	6	6	6
Groceries (full line)	7	393	395	395	394	391	391	391	390	391	391	393	394	394
Groceries and Foods (specialty lines)	65	1,415	1,393	1,408	1,405	1,418	1,429	1,427	1,418	1,402	1,398	1,428	1,421	1,428
Hardware	4	143	141	141	142	142	142	142	143	144	144	144	144	144
Jewelry and Optical Goods	5	76	75	74	73	73	74	76	76	76	75	77	79	79
Lumber and Construction Materials	12	429	416	424	417	430	429	433	438	440	432	429	437	428
Machinery, Equipment and Supplies	18	594	570	574	582	599	587	589	593	598	604	612	610	607
Metals and Metal Work (except scrap)	3	138	108	103	116	126	163	156	136	138	146	162	150	157
Paper and its Products	21	293	300	286	290	285	286	293	293	291	291	295	299	302
Petroleum and its Products	4	292	309	312	305	300	290	281	281	282	285	286	282	291
Plumbing and Heating Eqpt. and Spls.	4	334	325	317	327	324	342	328	326	332	344	352	347	349
Tobacco and its Products (except leaf)	14	177	181	172	172	175	173	175	176	177	179	182	183	184
Waste Materials	28	305	261	276	285	298	313	335	327	326	311	313	317	295
All Other Products	8	155	157	155	156	153	150	146	146	148	160	167	163	165

STATE OF FLORIDA

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	1,005	18,573	21,926	22,128	21,796	20,697	17,724	14,806	13,746	13,878	14,774	18,615	20,621	22,165
Amusement and Sporting Goods	3	64	66	66	66	66	64	64	66	58	58	64	64	64
Automotive	55	853	810	837	845	835	826	824	829	854	856	896	908	915
Beer, Wines and Liquors	12	641	618	608	612	622	627	631	634	651	662	716	653	658
Chemicals and Paints	9	211	194	188	196	206	210	214	210	217	224	235	223	215
Clothing and Furnishings	15	55	54	60	57	53	51	50	48	48	55	60	60	64
Coal and Coke	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Drugs (full line)	--	351	358	357	358	353	348	345	342	345	344	344	351	361
Drugs and Drug Sundries (specialty lines)	11	26	26	25	25	25	25	26	26	26	26	28	29	26
Dry Goods (full line)	4	71	71	71	72	71	70	70	71	71	71	71	71	71
Dry Goods (specialty lines)	3	6	6	6	6	6	6	6	6	6	6	6	6	6
Electrical Goods	10	356	331	334	336	341	347	349	356	360	367	374	385	388
Farm Products - raw materials	40	133	124	124	125	114	115	115	117	136	135	144	174	174
Farm Products - consumer goods	282	6,778	10,206	10,477	10,112	9,132	6,292	3,366	2,187	2,199	2,964	6,362	8,307	9,737
Farm Supplies	28	417	425	421	420	405	407	407	400	403	415	430	426	440
Furniture and House Furnishings	6	126	127	126	123	114	115	115	114	115	127	141	153	137
General Merchandise	2	10	7	7	7	9	8	8	9	11	8	16	16	13
Groceries (full line)	22	1,002	1,017	1,009	1,006	995	982	973	977	978	984	1,023	1,029	1,056
Groceries and Foods (specialty lines)	275	2,388	2,430	2,431	2,409	2,338	2,239	2,233	2,300	2,341	2,376	2,497	2,501	2,566
Hardware	3	400	402	402	402	400	400	400	398	398	398	400	400	401
Jewelry and Optical Goods	1	75	68	71	78	76	78	72	78	74	74	74	75	77
Lumber and Construction Materials	32	790	760	753	737	764	764	777	788	804	808	824	850	856
Machinery, Equipment and Supplies	43	642	628	608	620	625	619	629	634	633	653	673	685	694
Metals and Metal Work (except scrap)	1	34	28	28	29	30	34	36	36	40	39	38	40	34
Paper and its Products	17	299	298	297	295	293	291	292	297	301	303	307	307	308
Petroleum and its Products	33	1,760	1,786	1,718	1,773	1,749	1,733	1,746	1,755	1,755	1,757	1,783	1,790	1,780
Plumbing and Heating Eqpt. and Spls.	3	196	188	183	188	188	190	178	197	189	199	206	220	221
Tobacco and its Products (except leaf)	26	380	386	384	383	380	376	375	374	373	375	384	386	389
Waste Materials	23	195	192	216	203	198	194	192	190	187	187	197	190	189
All Other Products	46	314	320	321	313	309	313	313	307	305	303	322	322	325

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* Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF GEORGIA

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	1,371	18,444	17,954	17,975	18,170	18,110	17,586	17,573	17,544	18,210	18,475	20,107	19,717	19,910
Amusement and Sporting Goods	3	411	405	412	411	411	413	415	422	404	403	407	412	416
Automotive	29	1,521	1,470	1,491	1,506	1,507	1,526	1,516	1,513	1,505	1,500	1,544	1,587	1,581
Beer, Wines and Liquors	24	293	219	220	223	240	256	309	329	341	354	353	341	332
Chemicals and Paints	9	408	399	395	394	410	410	413	416	412	413	424	407	408
Clothing and Furnishings	21	233	211	230	237	238	234	234	225	233	236	238	242	238
Coal and Coke	4	26	26	26	26	25	25	25	25	25	25	26	26	26
Drugs (full line)	2	332	334	333	335	332	331	331	329	329	328	332	333	332
Drugs and Drug Sundries (specialty lines)	10	272	252	254	249	248	255	265	280	287	304	291	300	284
Dry Goods (full line)	17	278	272	273	273	274	275	276	277	282	279	287	282	281
Dry Goods (specialty lines)	9	55	54	54	54	53	47	50	52	54	59	63	63	63
Electrical Goods	29	722	709	697	709	720	717	716	728	740	733	739	735	726
Farm Products - raw materials	382	1,326	1,250	1,155	1,202	1,199	1,070	1,077	1,122	1,704	1,408	1,513	1,607	1,610
Farm Products - consumer goods	116	879	853	850	859	869	880	878	876	871	864	884	928	936
Farm Supplies	76	284	286	298	317	317	300	281	269	261	262	270	275	277
Furniture and House Furnishings	6	193	189	189	191	195	193	192	188	188	198	193	196	200
General Merchandise	1	31	30	31	31	30	31	31	31	31	31	30	31	31
Groceries (full line)	84	1,473	1,431	1,441	1,450	1,450	1,463	1,471	1,476	1,473	1,485	1,517	1,503	1,511
Groceries and Foods (specialty lines)	249	3,973	3,989	4,003	4,042	3,849	3,494	3,419	3,274	3,303	3,790	5,120	4,591	4,796
Hardware	7	411	405	405	405	405	405	405	416	416	416	416	416	417
Jewelry and Optical Goods	2	153	145	148	148	148	155	155	158	155	157	154	156	160
Lumber and Construction Materials	36	449	386	418	424	427	435	438	447	467	478	494	496	483
Machinery, Equipment and Supplies	67	1,401	1,326	1,352	1,376	1,480	1,392	1,391	1,395	1,417	1,422	1,420	1,422	1,424
Metals and Metal Work (except scrap)	5	208	198	202	204	206	203	205	208	213	216	218	213	209
Paper and its Products	14	212	211	214	212	212	210	209	200	201	214	221	219	219
Petroleum and its Products	64	1,335	1,340	1,326	1,330	1,332	1,338	1,323	1,335	1,336	1,329	1,348	1,337	1,344
Plumbing and Heating Eqpt. and Spls.	17	294	294	282	291	279	280	299	290	298	295	303	308	303
Tobacco and its Products (except leaf)	14	293	291	290	290	289	289	289	293	294	295	299	299	303
Waste Materials	50	408	403	403	401	407	406	405	410	405	403	422	415	421
All Other Products	24	570	576	583	580	558	553	555	560	565	578	581	577	579

* Includes no employees of commission bulk tank stations. See text.

STATE OF MARYLAND

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	1,744	19,164	19,139	18,976	18,992	18,306	18,289	18,485	19,011	18,771	19,554	20,233	20,144	20,066
Amusement and Sporting Goods	14	158	145	156	156	158	156	157	156	158	159	164	163	170
Automotive	46	751	721	715	720	739	743	753	764	766	768	782	765	773
Beer, Wines and Liquors	63	833	764	765	762	789	855	884	859	868	877	870	852	849
Chemicals and Paints	22	200	194	194	194	197	199	197	205	203	201	205	203	202
Clothing and Furnishings	119	450	446	447	453	453	449	446	441	449	456	454	456	453
Coal and Coke	22	178	192	198	193	173	161	161	160	159	160	193	190	196
Drugs (full line)	2	123	123	123	123	123	123	123	123	123	123	123	123	123
Drugs and Drug Sundries (specialty lines)	19	320	314	313	316	311	309	309	318	325	326	335	331	333
Dry Goods (full line)	1	202	197	197	197	197	197	197	206	206	206	206	206	206
Dry Goods (specialty lines)	58	239	234	234	235	238	237	237	243	243	241	244	244	244
Electrical Goods	19	495	497	480	484	487	500	500	503	495	496	500	500	504
Farm Products - raw materials	124	362	327	327	337	345	350	355	387	396	400	406	369	351
Farm Products - consumer goods	271	1,330	1,218	1,215	1,232	1,235	1,281	1,304	1,784	1,448	1,343	1,330	1,284	1,292
Farm Supplies	29	399	375	397	462	422	424	394	375	378	385	382	399	399
Furniture and House Furnishings	26	168	169	163	163	167	168	166	166	167	168	168	177	174
General Merchandise	3	772	840	787	776	754	748	745	756	749	770	781	775	780
Groceries (full line)	26	681	677	681	684	687	685	684	684	680	682	687	674	673
Groceries and Foods (specialty lines)	443	4,638	5,085	4,939	4,783	4,014	3,881	3,922	3,989	4,008	4,775	5,404	5,434	5,416
Hardware	24	187	187	187	187	187	187	187	187	188	188	188	188	189
Jewelry and Optical Goods	26	161	156	155	155	158	161	161	159	163	162	163	169	167
Lumber and Construction Materials	37	707	646	663	685	695	714	706	711	737	723	728	751	724
Machinery, Equipment and Supplies	86	1,911	1,707	1,747	1,791	1,818	1,825	2,004	1,982	2,049	2,076	2,001	1,984	1,954
Metals and Metal Work (except scrap)	20	379	397	362	366	380	398	383	359	370	389	385	388	366
Paper and its Products	32	391	389	387	387	391	387	388	390	390	393	394	395	395
Petroleum and its Products	25	1,359	1,420	1,425	1,401	1,422	1,395	1,348	1,334	1,278	1,311	1,330	1,317	1,333
Plumbing and Heating Eqpt. and Spls.	17	513	505	506	511	514	509	507	498	512	518	534	525	511
Tobacco and its Products (except leaf)	37	332	330	328	328	329	331	333	332	332	332	335	334	334
Waste Materials	76	640	606	604	627	639	634	649	655	648	643	657	656	662
All Other Products	57	285	278	281	284	284	282	285	285	283	283	284	292	293

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* Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF NORTH CAROLINA

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	1,460	16,980	15,607	14,904	13,988	13,692	13,789	13,205	13,873	18,862	22,496	22,165	22,009	19,173
Amusement and Sporting Goods	8	269	265	270	267	273	271	268	279	259	261	261	267	282
Automotive	72	1,154	1,124	1,125	1,140	1,151	1,134	1,127	1,135	1,167	1,156	1,171	1,200	1,213
Beer, Wines and Liquors	20	145	130	132	135	136	144	149	154	155	156	153	149	152
Chemicals and Paints	14	263	252	250	250	254	258	263	262	268	272	273	273	276
Clothing and Furnishings	21	86	88	87	87	87	83	84	85	85	87	88	88	89
Coal and Coke	1	44	45	45	45	43	43	43	43	43	43	45	45	45
Drugs (full line)	1	203	204	206	205	204	203	203	202	204	202	202	203	203
Drugs and Drug Sundries (specialty lines)	11	38	36	37	37	35	35	36	38	37	40	44	43	43
Dry Goods (full line)	10	167	167	165	166	166	166	164	164	169	171	170	172	169
Dry Goods (specialty lines)	9	84	82	82	82	83	83	83	83	85	85	85	85	85
Electrical Goods	18	322	300	300	303	308	319	323	333	332	335	340	339	338
Farm Products - raw materials	332	5,456	4,328	3,567	2,732	2,362	2,381	1,958	2,276	7,405	10,838	10,551	9,870	7,204
Farm Products - consumer goods	157	871	795	795	825	900	948	943	1,010	904	834	846	821	831
Farm Supplies	88	405	397	403	419	428	433	422	384	376	389	402	408	395
Furniture and House Furnishings	8	55	53	53	54	54	54	54	55	56	57	57	57	57
General Merchandise	2	12	12	12	12	12	12	12	12	12	12	12	12	12
Groceries (full line)	118	1,252	1,238	1,226	1,249	1,247	1,247	1,249	1,253	1,258	1,263	1,263	1,267	1,269
Groceries and Foods (specialty lines)	290	2,414	2,481	2,530	2,326	2,258	2,304	2,118	2,341	2,267	2,476	2,336	2,873	2,663
Hardware	9	384	374	373	377	378	378	379	381	382	389	396	396	400
Jewelry and Optical Goods	4	56	53	56	54	54	55	56	57	58	57	55	56	56
Lumber and Construction Materials	55	465	437	440	445	454	455	461	469	478	479	497	477	483
Machinery, Equipment and Supplies	44	747	711	716	727	735	733	742	756	758	766	775	771	770
Metals and Metal Work (except scrap)	3	52	50	51	51	51	51	52	52	53	53	53	53	53
Paper and its Products	8	173	172	172	172	174	172	171	172	170	172	174	175	174
Petroleum and its Products	68	1,079	1,079	1,073	1,076	1,076	1,068	1,077	1,089	1,087	1,086	1,088	1,075	1,079
Plumbing and Heating Eqpt and Spls.	7	171	166	167	168	169	169	170	172	173	173	177	177	176
Tobacco and its Products (except leaf)	19	191	189	188	190	190	190	190	192	191	191	192	192	192
Waste Materials	29	259	230	232	240	243	237	246	266	273	285	285	289	287
All Other Products	34	163	149	151	154	167	163	162	158	157	168	174	176	177

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* Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF SO. CAROLINA

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	.September	October	November	December
TOTAL	809	6,128	5,734	5,633	5,582	5,551	5,587	5,607	5,833	7,276	7,468	6,963	6,141	6,155
Amusement and Sporting Goods	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Automotive	9	243	237	236	234	236	237	236	239	243	245	245	249	276
Beer, Wines and Liquors	11	212	120	119	119	119	161	229	273	270	281	279	284	284
Chemicals and Paints	2	36	34	34	34	35	35	35	34	36	38	38	38	41
Clothing and Furnishings	6	13	11	11	13	13	13	13	13	13	13	13	14	14
Coal and Coke	3	25	25	25	25	25	25	25	25	25	24	25	25	26
Drugs (full line)	--	123	115	115	115	115	123	125	128	128	127	129	127	127
Drugs and Drug Sundries (specialty lines)	4	7	9	8	6	6	6	6	6	6	6	6	8	8
Dry Goods (full line)	4	25	27	25	24	26	25	23	26	26	26	26	26	24
Dry Goods (specialty lines)	3	60	60	60	60	60	60	60	60	60	60	60	60	60
Electrical Goods	5	78	77	77	77	77	77	79	79	79	80	80	80	80
Farm Products - raw materials	408	1,037	638	606	586	586	557	535	672	2,193	2,366	1,841	964	894
Farm Products - consumer goods	54	357	329	325	332	365	396	414	439	344	326	329	341	338
Farm Supplies	25	212	225	235	240	229	220	199	188	190	204	197	196	215
Furniture and House Furnishings	2	3	3	3	3	3	3	3	3	3	3	3	3	3
General Merchandise	3	52	52	52	52	52	52	52	52	52	52	53	53	53
Groceries (full line)	48	759	748	753	752	754	754	753	761	760	763	772	772	770
Groceries and Foods (specialty lines)	112	1,016	1,200	1,149	1,063	989	961	935	938	944	955	983	999	1,070
Hardware	2	268	276	265	264	263	264	266	265	262	269	267	274	277
Jewelry and Optical Goods	--	22	21	21	21	22	22	21	21	20	22	24	24	24
Lumber and Construction Materials	11	149	147	147	147	147	147	147	151	151	150	152	151	151
Machinery, Equipment and Supplies	13	298	288	287	290	294	294	298	297	304	305	309	307	309
Metals and Metal Work (except scrap)	--	8	13	8	8	8	8	8	8	8	8	8	8	8
Paper and its Products	4	91	91	91	91	90	89	89	90	91	91	91	91	91
Petroleum and its Products	33	575	564	545	563	581	577	587	588	584	596	574	579	568
Plumbing and Heating Eqpt. and Spls.	2	86	87	82	85	86	87	85	84	86	85	85	88	86
Tobacco and its Products (except leaf)	20	162	163	162	163	163	163	161	163	163	163	163	163	160
Waste Materials	15	125	104	117	130	123	126	125	132	147	128	123	130	121
All Other Products	10	86	70	75	85	84	105	98	98	88	82	88	87	77

* Includes no employees of commission bulk tank stations. See text.

STATE OF VIRGINIA

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	1,065	18,846	19,360	18,792	17,986	17,135	17,257	17,224	17,106	19,660	19,147	20,681	21,125	20,679
Amusement and Sporting Goods	2	3	3	3	3	3	3	3	3	3	3	3	3	3
Automotive	19	681	664	664	653	669	665	665	689	689	682	681	719	732
Beer, Wines and Liquors	42	252	239	240	237	240	242	246	249	255	266	270	271	271
Chemicals and Paints	7	178	174	172	174	175	181	183	180	180	179	179	179	180
Clothing and Furnishings	20	237	236	235	239	233	233	235	235	237	235	242	242	239
Coal and Coke	4	143	152	151	142	140	141	142	141	142	143	143	142	142
Drugs (full line)	--	170	170	170	170	170	170	170	170	170	170	171	171	171
Drugs and Drug Sundries (specialty lines)	4	82	82	82	81	81	81	81	81	82	82	82	82	83
Dry Goods (full line)	1	353	350	350	349	349	347	356	355	351	353	357	357	366
Dry Goods (specialty lines)	5	15	15	15	15	15	15	15	15	15	15	15	15	15
Electrical Goods	9	480	467	467	471	472	481	478	481	484	484	489	491	489
Farm Products - raw materials	179	4,119	4,695	4,010	3,417	2,606	2,717	2,726	2,627	5,077	4,463	5,729	5,878	5,477
Farm Products - consumer goods	221	1,134	1,021	1,008	1,014	1,048	1,234	1,241	1,206	1,158	1,182	1,245	1,118	1,129
Farm Supplies	18	641	646	665	705	664	641	632	617	611	622	637	608	649
Furniture and House Furnishings	5	42	40	40	40	40	42	40	40	39	44	45	45	44
General Merchandise	1	84	85	85	85	85	85	85	85	85	84	83	83	83
Groceries (full line)	55	1,025	1,017	1,018	1,023	1,017	1,019	1,022	1,027	1,019	1,026	1,034	1,035	1,044
Groceries and Foods (specialty lines)	246	3,679	3,983	4,058	3,780	3,613	3,416	3,371	3,261	3,377	3,480	3,619	4,159	4,031
Hardware	5	464	471	464	466	467	466	469	472	475	478	434	432	474
Jewelry and Optical Goods	--	59	57	58	58	58	59	59	59	60	60	60	59	59
Lumber and Construction Materials	34	573	501	508	559	565	576	587	591	600	613	613	579	578
Machinery, Equipment and Supplies	50	856	838	839	848	841	854	855	862	862	861	865	869	873
Metals and Metal Work (except scrap)	9	173	161	160	163	172	169	173	176	182	179	182	177	182
Paper and its Products	11	370	370	370	370	370	369	367	367	366	371	371	372	374
Petroleum and its Products	43	1,767	1,728	1,761	1,716	1,826	1,823	1,774	1,807	1,796	1,767	1,798	1,735	1,673
Plumbing and Heating Eqpt. and Spls.	5	328	294	292	292	299	297	301	350	356	360	365	367	366
Tobacco and its Products (except leaf)	10	280	274	274	276	280	282	282	281	281	282	284	284	284
Waste Materials	35	303	300	302	303	292	292	292	298	323	293	321	306	320
All Other Products	25	355	327	331	337	345	357	374	381	385	370	364	347	348

* Includes no employees of commission bulk tank stations. See text.

STATE OF WEST VIRGINIA

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	617	8,835	8,606	8,602	8,548	8,588	8,721	8,768	8,863	8,940	9,055	9,229	9,059	9,041
Amusement and Sporting Goods	2	6	6	6	6	6	6	6	6	6	6	6	6	6
Automotive	40	444	423	421	423	439	444	447	448	444	443	451	473	478
Beer, Wines and Liquors	35	300	264	265	273	281	292	303	322	330	327	315	309	315
Chemicals and Paints	7	59	55	55	56	58	60	59	61	60	60	62	61	61
Clothing and Furnishings	1	111	113	113	111	111	112	111	110	112	111	110	110	111
Coal and Coke	8	226	223	222	223	221	218	223	227	226	228	235	235	237
Drugs (full line)	--	154	153	153	154	153	153	154	154	154	153	154	154	155
Drugs and Drug Sundries (specialty lines)	5	36	34	33	33	34	33	33	34	33	41	42	41	41
Dry Goods (full line)	2	383	389	382	380	371	374	353	368	373	390	394	405	411
Dry Goods (specialty lines)	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Electrical Goods	11	352	349	349	349	350	353	355	351	351	349	349	355	358
Farm Products - raw materials	64	237	258	248	154	158	186	220	258	258	257	270	253	320
Farm Products - consumer goods	134	906	830	838	844	866	876	866	880	890	1,015	1,103	970	899
Farm Supplies	28	156	152	152	154	159	159	159	156	156	158	158	158	157
Furniture and House Furnishings	5	105	104	104	104	104	106	105	104	105	106	107	107	107
General Merchandise	--	6	6	6	6	6	6	6	6	6	6	6	6	6
Groceries (full line)	17	941	940	943	940	940	939	947	937	937	935	948	945	947
Groceries and Foods (specialty lines)	96	928	922	924	922	922	921	921	926	936	928	940	936	932
Hardware	3	534	538	537	538	525	534	527	534	534	534	531	535	535
Jewelry and Optical Goods	--	40	39	40	40	39	40	40	40	39	40	41	40	40
Lumber and Construction Materials	23	348	316	316	327	331	346	346	355	371	366	393	370	345
Machinery, Equipment and Supplies	34	792	759	765	777	774	789	782	784	807	810	821	819	816
Metals and Metal Work (except scrap)	--	196	171	171	177	180	192	209	213	211	206	206	213	207
Paper and its Products	3	43	42	42	42	42	43	43	43	43	43	43	43	43
Petroleum and its Products	20	867	876	869	858	868	869	873	880	889	872	859	854	843
Plumbing and Heating Eqpt. and Spls.	6	112	103	105	110	108	108	111	119	112	114	117	111	120
Tobacco and its Products (except leaf)	16	220	217	219	220	220	220	220	219	219	221	219	222	222
Waste Materials	36	241	233	233	235	232	252	257	236	247	243	257	237	236
All Other Products	20	91	90	90	91	89	89	91	91	90	92	91	90	92

* Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF ALABAMA

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	920	10,675	10,538	10,583	10,511	10,405	10,420	10,420	10,406	10,536	10,788	11,165	11,295	11,033
Amusement and Sporting Goods	4	19	19	18	18	18	18	17	18	18	23	24	23	19
Automotive	33	419	403	406	404	398	399	401	404	428	455	464	438	434
Beer, Wines and Liquors	2	27	27	27	27	27	27	27	27	27	27	27	27	27
Chemicals and Paints	5	191	177	178	180	185	193	197	198	204	199	194	193	196
Clothing and Furnishings	9	47	41	47	47	47	47	47	47	47	47	47	47	47
Coal and Coke	7	90	91	91	91	90	90	90	90	91	90	90	89	89
Drugs (full line)	1	276	277	277	275	277	276	276	271	272	274	279	281	280
Drugs and Drug Sundries (specialty lines)	4	19	18	18	19	19	19	19	19	19	19	20	19	19
Dry Goods (full line)	5	201	198	197	198	199	198	199	198	202	205	207	208	207
Dry Goods (specialty lines)	8	26	25	25	25	25	24	24	24	29	29	29	29	29
Electrical Goods	7	163	162	163	162	161	160	159	160	163	164	165	166	165
Farm Products - raw materials	205	619	600	587	583	560	535	531	533	581	698	754	756	704
Farm Products - consumer goods	121	601	576	578	580	585	625	614	595	612	612	617	610	611
Farm Supplies	14	141	136	140	152	153	154	144	137	137	134	135	133	132
Furniture and House Furnishings	5	57	54	55	55	55	55	58	58	58	55	58	58	59
General Merchandise	8	13	12	12	12	12	12	12	12	12	12	14	14	14
Groceries (full line)	81	1,193	1,178	1,175	1,184	1,188	1,190	1,189	1,191	1,192	1,195	1,200	1,217	1,222
Groceries and Foods (specialty lines)	194	1,773	1,888	1,897	1,788	1,626	1,605	1,608	1,606	1,615	1,677	1,966	2,102	1,903
Hardware	3	970	960	965	963	974	974	972	970	962	977	957	978	991
Jewelry and Optical Goods	1	54	53	53	53	53	53	53	53	54	55	56	65	55
Lumber and Construction Materials	38	629	615	615	619	623	626	630	627	639	644	644	636	636
Machinery, Equipment and Supplies	38	886	847	861	866	878	883	887	887	890	894	912	916	916
Metals and Metal Work (except scrap)	4	75	66	68	71	77	74	74	77	77	78	77	81	80
Paper and its Products	5	124	122	124	123	124	124	123	124	124	123	123	124	125
Petroleum and its Products	57	1,177	1,146	1,147	1,161	1,177	1,178	1,180	1,186	1,186	1,192	1,191	1,185	1,189
Plumbing and Heating Eqpt. and Spls.	3	129	127	128	127	125	125	126	129	127	133	133	133	135
Tobacco and its Products (except leaf)	7	171	170	170	172	172	172	171	171	170	170	170	170	170
Waste Materials	28	386	381	391	381	385	379	375	374	381	389	402	398	390
All Other Products	23	199	169	170	175	192	205	217	220	219	218	210	209	189

* Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF KENTUCKY

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	1,240	15,765	21,607	20,568	16,098	14,313	13,961	13,692	13,067	13,955	14,242	13,849	14,026	19,807
Amusement and Sporting Goods	4	34	35	36	35	34	34	32	32	33	35	35	36	36
Automotive	45	568	541	545	547	547	555	563	562	566	592	614	603	587
Beer, Wines and Liquors	78	905	840	865	873	887	891	902	912	921	920	941	946	959
Chemicals and Paints	4	123	118	119	123	124	124	125	125	122	122	127	124	124
Clothing and Furnishings	25	252	256	252	252	250	253	251	249	253	254	253	252	255
Coal and Coke	4	45	51	50	51	51	51	41	41	40	41	41	41	41
Drugs (full line)	--	118	116	116	116	117	118	118	119	119	119	123	120	121
Drugs and Drug Sundries (specialty lines)	9	98	96	95	96	100	100	100	100	100	100	97	96	96
Dry Goods (full line)	4	226	227	227	227	227	227	226	226	226	226	226	226	226
Dry Goods (specialty lines)	4	8	8	7	7	7	8	8	8	8	8	8	8	8
Electrical Goods	7	188	179	179	180	180	189	189	190	192	191	193	194	194
Farm Products - raw materials	228	4,453	10,683	9,614	5,114	3,238	2,784	2,210	1,721	2,525	2,755	2,158	2,413	8,215
Farm Products - consumer goods	332	1,283	1,205	1,210	1,220	1,225	1,277	1,289	1,276	1,293	1,331	1,335	1,367	1,368
Farm Supplies	20	347	284	271	273	271	293	547	363	392	362	377	362	363
Furniture and House Furnishings	13	104	100	101	101	105	105	105	105	105	105	105	105	105
General Merchandise	3	387	391	393	378	380	390	381	384	390	386	397	386	394
Groceries (full line)	67	1,425	1,415	1,411	1,417	1,422	1,424	1,415	1,423	1,425	1,426	1,449	1,431	1,448
Groceries and Foods (specialty lines)	138	1,068	1,060	1,057	1,061	1,054	1,049	1,042	1,052	1,060	1,069	1,110	1,106	1,102
Hardware	8	480	478	476	477	480	460	476	475	476	482	489	483	483
Jewelry and Optical Goods	1	58	55	55	59	59	59	59	57	57	58	60	60	58
Lumber and Construction Materials	33	546	500	519	515	551	551	552	586	579	559	582	554	498
Machinery, Equipment and Supplies	47	724	719	728	717	718	717	733	719	725	725	739	727	727
Metals and Metal Work (except scrap)	8	67	57	54	54	54	55	56	58	72	82	97	84	81
Paper and its Products	7	145	155	152	146	146	145	139	140	141	142	145	146	146
Petroleum and its Products	40	1,218	1,174	1,175	1,181	1,214	1,208	1,244	1,241	1,237	1,243	1,226	1,234	1,237
Plumbing and Heating Eqpt. and Spls.	7	172	161	165	165	168	171	172	179	175	174	177	176	179
Tobacco and its Products (except leaf)	21	172	171	171	172	171	171	173	171	172	174	171	175	173
Waste Materials	54	369	359	352	369	355	353	360	358	358	378	394	386	400
All Other Products	29	182	173	173	172	178	179	184	195	193	183	180	185	183

* Includes no employees of commission bulk tank stations. See text.

STATE OF MISSISSIPPI

TABLE 2 . MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	633	5,076	4,808	4,768	4,814	4,995	5,208	5,347	4,992	5,085	5,143	5,244	5,270	5,236
Amusement and Sporting Goods	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Automotive	19	209	208	208	208	208	208	208	210	210	210	211	211	208
Beer, Wines and Liquors	16	100	96	97	97	96	98	100	104	103	102	102	104	104
Chemicals and Paints	--	11	8	8	8	8	8	9	12	13	14	12	14	13
Clothing and Furnishings	6	25	23	23	24	25	24	24	25	22	25	27	27	27
Coal and Coke	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Drugs (full line)	--	74	75	75	75	75	75	74	74	74	74	74	74	74
Drugs and Drug Sundries (specialty lines)	1	17	17	17	17	17	17	17	17	17	17	17	17	17
Dry Goods (full line)	5	93	93	93	92	93	94	92	90	91	92	95	96	95
Dry Goods (specialty lines)	1	5	6	6	6	6	6	5	5	5	5	5	5	5
Electrical Goods	1	12	8	9	9	9	9	10	11	14	14	15	15	15
Farm Products - raw materials	248	539	477	459	446	401	425	416	430	545	691	725	734	713
Farm Products - consumer goods	64	382	246	234	266	513	683	824	419	380	236	255	265	263
Farm Supplies	10	86	82	86	88	91	97	97	86	86	79	81	82	82
Furniture and House Furnishings	--	--	--	--	--	--	--	--	--	--	--	--	--	--
General Merchandise	2	118	106	112	114	113	111	112	119	116	125	126	131	131
Groceries (full line)	38	1,352	1,343	1,338	1,348	1,337	1,338	1,346	1,346	1,345	1,367	1,370	1,372	1,371
Groceries and Foods (specialty lines)	89	663	665	641	637	621	617	621	658	666	684	709	719	718
Hardware	2	162	161	160	163	162	164	157	161	164	165	162	164	166
Jewelry and Optical Goods	--	9	10	9	9	9	9	9	9	9	10	9	9	9
Lumber and Construction Materials	20	162	158	165	162	162	160	158	157	162	165	165	163	161
Machinery, Equipment and Supplies	10	131	124	118	124	130	134	135	140	137	139	137	132	127
Metals and Metal Work (except scrap)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Paper and its Products	2	17	15	15	15	15	15	15	17	18	18	19	22	25
Petroleum and its Products	55	655	646	644	654	658	658	658	655	659	657	667	655	653
Plumbing and Heating Eqpt. and Spls.	2	36	35	35	35	35	37	36	36	37	37	37	37	36
Tobacco and its Products (except leaf)	6	81	81	81	82	82	82	80	82	81	81	80	80	80
Waste Materials	22	102	104	109	108	102	104	108	90	93	93	103	102	102
All Other Products	13	34	20	25	26	26	34	35	38	37	42	40	39	40

* Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF TENNESSEE

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	1,536	19,929	20,929	20,742	20,510	20,222	19,344	18,993	19,149	18,955	19,342	19,785	19,787	21,390
Amusement and Sporting Goods	6	142	141	144	143	140	143	140	139	141	142	147	143	145
Automotive	38	939	925	922	921	928	932	934	939	939	944	966	954	966
Beer, Wines and Liquors	24	247	228	228	229	233	240	247	267	268	265	259	255	248
Chemicals and Paints	8	314	308	313	309	310	312	315	319	320	313	316	317	321
Clothing and Furnishings	44	581	571	580	580	584	574	572	574	581	598	591	589	580
Coal and Coke	15	233	235	235	234	233	233	229	230	229	231	233	236	236
Drugs (full line)	2	490	482	482	483	486	485	486	492	491	490	507	496	496
Drugs and Drug Sundries (specialty lines)	15	477	470	472	473	476	474	479	479	479	478	483	479	478
Dry Goods (full line)	8	565	559	559	563	563	563	563	566	568	568	567	568	568
Dry Goods (specialty lines)	8	49	50	50	50	50	50	49	49	49	49	49	49	49
Electrical Goods	16	421	407	408	412	419	424	428	430	420	421	428	427	422
Farm Products - raw materials	472	2,553	3,936	3,729	3,430	3,026	2,142	1,600	1,578	1,572	1,810	2,029	2,093	3,685
Farm Products - consumer goods	284	1,767	1,651	1,666	1,685	1,711	1,763	1,963	2,045	1,718	1,725	1,799	1,737	1,746
Farm Supplies	33	188	176	189	192	194	190	187	187	185	190	191	190	183
Furniture and House Furnishings	11	192	185	187	187	187	188	191	193	194	195	199	199	200
General Merchandise	6	152	151	151	151	151	151	151	151	151	151	152	154	164
Groceries (full line)	30	1,769	1,715	1,711	1,721	1,723	1,727	1,725	1,780	1,796	1,827	1,839	1,828	1,830
Groceries and Foods (specialty lines)	203	2,326	2,400	2,361	2,358	2,346	2,286	2,240	2,202	2,226	2,312	2,403	2,399	2,382
Hardware	12	710	705	705	706	706	706	707	710	712	715	718	717	717
Jewelry and Optical Goods	2	101	100	99	100	100	100	100	99	100	102	105	105	102
Lumber and Construction Materials	60	879	860	855	861	884	861	880	883	890	889	904	908	867
Machinery, Equipment and Supplies	70	1,582	1,503	1,531	1,546	1,567	1,585	1,587	1,579	1,592	1,619	1,613	1,626	1,641
Metals and Metal Work (except scrap)	9	219	187	200	199	198	196	193	215	239	241	255	254	252
Paper and its Products	14	503	491	491	494	501	502	501	503	503	506	514	514	515
Petroleum and its Products	31	1,111	1,146	1,118	1,120	1,116	1,130	1,117	1,120	1,148	1,107	1,036	1,070	1,107
Plumbing and Heating Eqpt. and Spls.	7	454	433	428	431	448	449	455	460	462	458	471	477	479
Tobacco and its Products (except leaf)	19	165	164	164	164	164	165	166	166	165	165	165	166	167
Waste Materials	42	371	340	351	354	359	354	368	359	376	390	397	397	403
All Other Products	47	429	410	413	414	419	419	420	435	441	441	449	440	441

* Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF ARKANSAS

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	747	6,006	5,688	5,749	5,802	5,904	6,005	6,105	6,132	6,071	6,174	6,137	6,195	6,110
Amusement and Sporting Goods	1	36	36	36	36	36	36	36	36	36	36	36	36	36
Automotive	22	253	251	250	254	253	253	252	249	254	255	253	256	256
Beer, Wines and Liquors	31	183	114	113	129	183	190	194	206	210	206	203	218	230
Chemicals and Paints	3	65	69	65	66	62	62	63	62	66	69	70	66	65
Clothing and Furnishings	7	28	28	28	28	28	28	28	28	28	28	28	28	28
Coal and Coke	1	7	7	7	7	7	7	7	7	7	7	7	7	7
Drugs (full line)	--	163	152	152	152	165	164	165	166	165	167	171	171	171
Drugs and Drug Sundries (specialty lines)	6	48	47	48	48	48	47	48	53	53	47	46	48	48
Dry Goods (full line)	4	148	148	148	147	148	148	148	150	150	150	147	149	148
Dry Goods (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Electrical Goods	6	73	66	71	71	72	72	72	73	73	74	73	78	75
Farm Products - raw materials	187	221	211	213	206	194	200	198	189	194	253	267	269	258
Farm Products - consumer goods	147	522	443	447	466	482	558	633	626	559	533	531	506	480
Farm Supplies	18	101	87	126	127	126	130	124	79	79	80	84	86	89
Furniture and House Furnishings	2	44	44	44	44	44	44	44	44	44	44	44	44	44
General Merchandise	--	15	14	14	14	14	14	14	15	15	15	15	15	15
Groceries (full line)	60	1,436	1,425	1,427	1,435	1,437	1,429	1,429	1,428	1,425	1,443	1,454	1,447	1,447
Groceries and Foods (specialty lines)	120	783	765	756	756	754	752	762	790	802	812	828	821	803
Hardware	1	251	250	250	250	250	251	251	251	251	251	253	252	252
Jewelry and Optical Goods	--	17	17	17	17	17	17	18	17	17	17	17	17	17
Lumber and Construction Materials	18	235	230	228	230	230	238	239	238	243	237	238	239	230
Machinery, Equipment and Supplies	18	353	315	325	337	347	353	354	383	367	371	363	360	360
Metals and Metal Work (except scrap)	--	13	12	12	13	12	12	13	13	13	13	13	12	12
Paper and its Products	2	50	50	50	50	50	50	50	50	50	50	50	50	50
Petroleum and its Products	42	612	589	589	595	613	620	618	626	614	642	564	644	627
Plumbing and Heating Eqpt. and Spls.	2	58	55	55	54	58	55	59	58	60	63	61	58	59
Tobacco and its Products (except leaf)	7	58	55	55	57	57	58	59	59	59	59	60	59	58
Waste Materials	16	150	146	151	141	137	131	153	151	148	151	159	164	162
All Other Products	26	83	62	72	72	80	86	74	85	89	101	102	95	83

* Includes no employees of commission bulk tank stations. See text.

STATE OF LOUISIANA

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month: January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	938	17,372	17,088	17,019	17,142	17,198	17,448	17,243	17,172	17,216	17,434	17,874	17,822	17,809
Amusement and Sporting Goods	3	223	223	224	222	224	225	229	228	218	219	220	220	224
Automotive	27	1,112	1,060	1,069	1,077	1,089	1,100	1,108	1,118	1,148	1,156	1,171	1,127	1,127
Beer, Wines and Liquors	29	616	590	589	586	592	590	616	617	620	640	644	644	667
Chemicals and Paints	8	202	192	195	196	202	203	203	204	210	209	210	206	200
Clothing and Furnishings	14	149	148	148	148	148	148	148	148	148	148	153	153	153
Coal and Coke	--	8	10	10	8	7	6	6	6	6	6	6	10	10
Drugs (full line)	2	389	389	391	392	388	385	386	388	389	387	391	392	395
Drugs and Drug Sundries (specialty lines)	5	146	144	144	146	147	149	147	146	147	146	145	146	139
Dry Goods (full line)	6	296	293	294	294	296	296	293	294	296	298	300	300	300
Dry Goods (specialty lines)	10	80	80	79	78	79	78	78	82	81	82	83	83	82
Electrical Goods	5	393	387	389	395	389	392	391	390	390	396	397	400	400
Farm Products - raw materials	113	1,098	1,029	998	948	920	895	915	905	1,168	1,293	1,360	1,386	1,360
Farm Products - consumer goods	150	1,254	1,190	1,192	1,227	1,315	1,330	1,232	1,233	1,213	1,219	1,304	1,311	1,284
Farm Supplies	4	182	163	176	222	199	240	167	165	168	176	177	167	166
Furniture and House Furnishings	10	167	166	166	168	166	166	167	165	167	166	167	168	166
General Merchandise	1	113	114	113	115	116	113	112	112	112	110	111	110	112
Groceries (full line)	39	1,905	1,917	1,914	1,961	1,959	1,905	1,884	1,867	1,868	1,879	1,906	1,883	1,911
Groceries and Foods (specialty lines)	274	3,417	3,421	3,422	3,441	3,354	3,608	3,538	3,517	3,241	3,258	3,380	3,402	3,416
Hardware	5	433	426	424	424	429	430	435	431	438	437	446	440	437
Jewelry and Optical Goods	5	107	103	104	106	106	106	107	107	108	110	110	110	110
Lumber and Construction Materials	25	537	545	544	535	530	527	523	526	526	543	544	555	540
Machinery, Equipment and Supplies	60	1,824	1,796	1,795	1,784	1,842	1,838	1,811	1,802	1,796	1,834	1,848	1,870	1,866
Metals and Metal Work (except scrap)	7	370	327	309	327	345	350	378	386	411	411	439	389	374
Paper and its Products	8	293	289	289	289	289	288	288	293	294	296	301	302	302
Petroleum and its Products	50	977	1,020	976	986	992	973	987	967	980	959	936	972	982
Plumbing and Heating Eqpt. and Spls.	11	192	184	188	186	185	194	194	194	189	192	204	193	195
Tobacco and its Products (except leaf)	19	277	277	277	278	278	278	279	274	276	274	278	278	283
Waste Materials	30	398	401	386	389	388	408	399	391	390	393	416	404	405
All Other Products	18	214	204	214	214	224	227	222	216	218	197	227	201	203

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* Includes no employees of commission bulk tank stations. See text.

STATE OF OKLAHOMA

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	1,792	12,809	12,249	12,270	12,307	12,349	12,299	12,629	12,905	12,876	13,027	13,503	13,696	13,598
Amusement and Sporting Goods	7	197	189	191	193	198	191	197	200	200	204	207	195	197
Automotive	77	1,001	984	985	993	1,004	999	1,008	1,008	1,013	998	1,025	999	1,002
Beer, Wines and Liquors	31	160	142	142	142	144	149	156	167	184	182	174	168	168
Chemicals and Paints	6	102	95	95	96	97	97	100	102	104	106	109	113	105
Clothing and Furnishings	2	29	29	29	30	31	31	29	29	28	29	30	28	28
Coal and Coke	--	25	25	25	24	23	23	24	26	25	26	26	29	30
Drugs (full line)	--	140	138	141	139	138	138	138	144	142	142	139	142	142
Drugs and Drug Sundries (specialty lines)	8	32	29	29	29	30	30	30	32	32	32	32	36	37
Dry Goods (full line)	1	60	60	60	60	60	59	58	57	60	61	61	61	62
Dry Goods (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Electrical Goods	8	273	244	245	248	251	254	258	263	265	307	316	313	315
Farm Products - raw materials	386	1,348	1,187	1,136	1,121	1,124	1,138	1,354	1,505	1,409	1,456	1,668	1,565	1,513
Farm Products - consumer goods	641	1,175	1,068	1,079	1,087	1,106	1,110	1,100	1,115	1,116	1,126	1,255	1,474	1,466
Farm Supplies	47	171	170	169	163	160	158	172	183	170	171	174	188	175
Furniture and House Furnishings	7	34	34	34	34	34	34	34	34	34	34	35	35	35
General Merchandise	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Groceries (full line)	11	1,426	1,395	1,395	1,397	1,397	1,402	1,400	1,407	1,422	1,463	1,488	1,491	1,456
Groceries and Foods (specialty lines)	159	1,238	1,275	1,302	1,274	1,232	1,160	1,169	1,150	1,153	1,172	1,225	1,347	1,391
Hardware	1	234	228	230	228	227	229	233	233	243	240	244	241	233
Jewelry and Optical Goods	1	52	48	48	49	50	52	52	53	54	54	53	54	55
Lumber and Construction Materials	21	284	260	262	281	283	281	276	271	276	299	309	310	296
Machinery, Equipment and Supplies	86	2,046	1,944	1,966	1,991	2,018	2,012	2,053	2,099	2,109	2,093	2,092	2,085	2,093
Metals and Metal Work (except scrap)	5	140	130	130	133	137	138	140	142	144	144	147	145	144
Paper and its Products	2	169	169	169	169	169	169	169	169	170	169	169	169	169
Petroleum and its Products	201	1,807	1,777	1,777	1,788	1,790	1,796	1,814	1,832	1,832	1,818	1,831	1,822	1,808
Plumbing and Heating Eqpt. and Spls.	3	219	210	211	212	217	221	222	219	221	223	223	224	225
Tobacco and its Products (except leaf)	21	150	147	147	147	146	148	149	150	151	152	156	157	156
Waste Materials	39	149	132	133	140	139	136	148	159	161	166	158	156	154
All Other Products	21	148	140	140	139	144	144	146	156	158	160	157	149	143

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* Includes no employees of commission bulk tank stations. See text.

STATE OF TEXAS

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	4,141	44,050	44,376	44,431	44,389	43,754	43,391	42,786	41,197	41,724	42,390	46,356	46,762	47,045
Amusement and Sporting Goods	29	683	663	661	666	677	673	673	680	694	700	707	700	702
Automotive	184	3,426	3,290	3,312	3,339	3,360	3,355	3,421	3,575	3,479	3,477	3,522	3,483	3,499
Beer, Wines and Liquors	154	717	606	601	617	649	668	662	696	741	765	860	845	894
Chemicals and Paints	17	552	543	548	549	542	543	546	551	562	562	555	561	565
Clothing and Furnishings	61	347	335	352	347	339	334	330	329	362	363	364	351	352
Coal and Coke	4	47	44	45	46	46	46	46	47	48	48	48	48	48
Drugs (full line)	7	542	525	528	530	535	536	535	536	540	550	557	560	566
Drugs and Drug Sundries (specialty lines)	36	311	276	302	305	311	310	315	319	321	321	320	318	319
Dry Goods (full line)	5	564	565	565	564	563	559	556	559	565	566	569	569	564
Dry Goods (specialty lines)	26	79	77	80	79	81	80	81	79	80	80	80	78	78
Electrical Goods	35	1,077	1,049	1,057	1,065	1,065	1,077	1,084	1,086	1,096	1,089	1,086	1,082	1,093
Farm Products - raw materials	1,089	2,830	2,505	2,423	2,363	2,451	2,468	2,598	2,735	3,011	3,392	3,561	3,329	3,118
Farm Products - consumer goods	664	4,757	5,399	5,481	5,285	4,570	4,537	4,062	3,845	3,855	3,960	4,859	5,549	5,687
Farm Supplies	76	461	468	486	483	471	462	489	419	405	419	454	476	505
Furniture and House Furnishings	21	322	312	313	312	317	319	323	320	322	325	329	348	330
General Merchandise	8	622	628	614	610	604	602	601	593	620	651	655	661	619
Groceries (full line)	95	3,868	3,826	3,843	3,854	3,848	3,847	3,856	3,867	3,876	3,886	3,867	3,879	3,972
Groceries and Foods (specialty lines)	547	7,638	8,486	8,376	8,434	8,226	7,801	7,354	5,707	5,873	5,858	8,358	8,450	8,738
Hardware	27	1,342	1,318	1,319	1,323	1,324	1,332	1,336	1,336	1,346	1,366	1,364	1,372	1,373
Jewelry and Optical Goods	14	276	271	272	271	272	271	272	276	276	279	278	281	297
Lumber and Construction Materials	59	1,166	1,135	1,140	1,154	1,163	1,175	1,165	1,165	1,167	1,182	1,196	1,185	1,170
Machinery, Equipment and Supplies	250	5,235	4,981	5,064	5,088	5,174	5,209	5,248	5,249	5,276	5,315	5,448	5,372	5,390
Metals and Metal Work (except scrap)	8	349	328	346	341	348	337	341	355	359	360	357	358	357
Paper and its Products	26	727	730	728	734	739	740	735	698	704	709	734	734	737
Petroleum and its Products	445	3,728	3,704	3,708	3,717	3,739	3,739	3,752	3,749	3,748	3,735	3,731	3,721	3,698
Plumbing and Heating Eqpt and Spls.	34	554	529	519	527	535	529	537	571	580	571	582	583	579
Tobacco and its Products (except leaf)	65	492	485	489	493	489	491	491	498	497	503	489	488	487
Waste Materials	84	631	634	597	619	627	635	645	629	614	618	687	641	620
All Other Products	71	707	664	662	674	689	716	732	728	707	740	739	740	688

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* Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF ARIZONA

TABLE 2 - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	239	2,670	2,800	2,556	2,786	2,877	2,561	2,524	2,582	2,481	2,503	2,656	2,679	3,035
Amusement and Sporting Goods	1	--	--	--	--	--	--	--	--	--	--	--	--	--
Automotive	15	262	241	242	244	252	250	243	272	273	275	284	285	283
Beer, Wines and Liquors	22	148	154	155	152	145	144	146	146	145	143	149	149	148
Chemicals and Paints	--	19	18	18	19	19	19	19	19	19	19	21	22	22
Clothing and Furnishings	1	10	9	9	9	9	9	10	10	10	10	10	10	10
Coal and Coke	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Drugs (full line)	--	45	44	44	44	45	44	44	44	44	44	47	48	48
Drugs and Drug Sundries (specialty lines)	1	--	--	--	--	--	--	--	--	--	--	--	--	--
Dry Goods (full line)	1	--	--	--	--	--	--	--	--	--	--	--	--	--
Dry Goods (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Electrical Goods	2	81	79	79	81	81	81	81	81	80	81	83	82	83
Farm Products - raw materials	18	129	128	128	128	125	125	125	125	129	130	134	135	136
Farm Products - consumer goods	71	558	703	459	681	773	497	463	485	368	382	496	516	875
Farm Supplies	1	22	22	22	22	22	22	22	22	22	22	22	22	22
Furniture and House Furnishings	1	2	2	2	2	2	2	2	2	2	2	2	2	2
General Merchandise	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Groceries (full line)	10	142	141	139	141	140	139	140	141	142	146	144	143	146
Groceries and Foods (specialty lines)	40	312	316	318	318	319	311	302	300	299	306	316	317	321
Hardware	1	84	83	83	83	83	83	83	84	84	84	85	85	85
Jewelry and Optical Goods	1	14	14	14	14	14	14	14	14	14	15	15	16	15
Lumber and Construction Materials	2	80	82	82	82	82	78	77	77	78	78	84	85	80
Machinery, Equipment and Supplies	13	128	120	121	127	128	130	130	131	133	130	127	127	127
Metals and Metal Work (except scrap)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Paper and its Products	2	24	24	24	24	24	24	24	24	24	24	24	24	24
Petroleum and its Products	21	477	489	487	487	487	457	468	473	477	474	477	472	471
Plumbing and Heating Eqpt. and Spls.	2	48	46	44	42	42	46	46	49	55	53	50	55	52
Tobacco and its Products (except leaf)	4	37	36	36	36	36	36	37	37	37	37	37	37	37
Waste Materials	4	13	13	14	14	14	14	12	11	11	13	13	13	13
All Other Products	5	35	36	36	36	35	36	36	35	35	35	36	34	35

* Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF COLORADO

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	830	10,102	9,758	9,667	9,679	9,750	9,820	9,876	10,145	10,298	10,545	10,541	10,579	10,566
Amusement and Sporting Goods	8	290	284	284	282	286	294	293	291	289	292	298	294	299
Automotive	54	930	889	891	900	908	913	919	946	972	963	972	940	941
Beer, Wines and Liquors	20	295	264	270	257	272	288	301	302	308	316	326	315	315
Chemicals and Paints	10	61	59	58	60	59	64	60	60	59	63	63	64	64
Clothing and Furnishings	22	129	124	124	128	126	126	129	130	133	133	131	130	128
Coal and Coke	5	73	78	79	76	72	68	64	65	69	74	76	77	77
Drugs (full line)	--	288	286	286	286	282	282	283	288	288	288	296	295	295
Drugs and Drug Sundries (specialty lines)	9	61	61	61	60	61	62	62	63	62	62	62	62	59
Dry Goods (full line)	--	53	54	54	54	55	54	54	52	53	53	53	52	53
Dry Goods (specialty lines)	6	12	13	13	13	13	13	12	12	12	12	12	12	12
Electrical Goods	16	316	309	314	316	319	314	317	318	320	317	320	315	318
Farm Products - raw materials	77	685	655	650	654	637	627	624	669	676	733	766	779	755
Farm Products - consumer goods	240	1,160	1,057	1,000	987	1,007	1,029	1,064	1,150	1,255	1,372	1,277	1,365	1,352
Farm Supplies	18	161	156	175	167	171	161	152	158	133	154	158	175	171
Furniture and House Furnishings	11	185	179	182	183	180	180	177	184	180	187	192	190	211
General Merchandise	1	9	7	7	7	7	9	12	11	11	8	8	10	10
Groceries (full line)	9	774	737	742	745	757	762	767	789	790	810	803	797	795
Groceries and Foods (specialty lines)	88	1,035	1,005	1,017	1,031	1,027	1,034	1,030	1,037	1,041	1,045	1,052	1,054	1,048
Hardware	4	75	69	71	71	71	73	74	76	77	77	78	78	79
Jewelry and Optical Goods	3	105	99	100	101	101	100	105	107	108	110	110	109	109
Lumber and Construction Materials	10	253	228	231	231	240	244	250	252	256	258	273	268	301
Machinery, Equipment and Supplies	64	1,005	955	978	980	995	994	1,002	1,013	1,023	1,028	1,036	1,032	1,024
Metals and Metal Work (except scrap)	4	102	102	100	101	100	100	102	101	101	105	102	101	103
Paper and its Products	7	238	247	237	237	237	237	238	238	238	237	238	238	237
Petroleum and its Products	74	1,085	1,067	1,068	1,067	1,078	1,081	1,084	1,100	1,099	1,095	1,095	1,093	1,087
Plumbing and Heating Eqpt. and Spls.	5	213	207	199	200	200	207	199	212	212	216	234	243	231
Tobacco and its Products (except leaf)	12	139	136	138	139	139	140	140	138	141	140	141	141	141
Waste Materials	27	89	84	84	85	86	90	87	91	88	91	95	91	93
All Other Products	26	281	347	254	261	264	274	275	292	304	306	274	259	258

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* Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF IDAHO

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	360	3,372	3,303	3,232	3,231	3,079	2,911	2,626	2,791	3,071	3,767	4,417	4,154	3,886
Amusement and Sporting Goods	2	6	2	2	10	14	14	13	7	3	3	1	1	1
Automotive	13	114	110	109	109	110	110	114	116	119	116	116	120	120
Beer, Wines and Liquors	27	65	58	78	59	60	61	65	65	66	67	66	61	76
Chemicals and Paints	2	46	42	41	40	42	45	48	47	48	49	50	52	54
Clothing and Furnishings	--	4	4	4	4	4	4	4	4	4	4	4	4	4
Coal and Coke	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Drugs (full line)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Drugs and Drug Sundries (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Dry Goods (full line)	--	8	8	8	8	8	8	8	8	8	8	8	8	8
Dry Goods (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Electrical Goods	3	70	70	70	70	71	70	71	71	71	71	70	71	70
Farm Products - raw materials	84	325	267	248	269	264	267	237	304	420	465	432	378	355
Farm Products - consumer goods	140	1,228	1,269	1,192	1,190	1,072	893	641	729	870	1,404	2,063	1,834	1,584
Farm Supplies	11	139	147	152	150	103	99	88	92	109	138	153	210	223
Furniture and House Furnishings	--	--	--	--	--	--	--	--	--	--	--	--	--	--
General Merchandise	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Groceries (full line)	2	206	206	206	205	202	205	207	207	206	206	207	206	208
Groceries and Foods (specialty lines)	26	270	253	255	254	253	254	243	248	251	329	325	290	280
Hardware	--	180	176	176	172	176	178	177	182	181	180	190	187	180
Jewelry and Optical Goods	--	9	7	7	7	7	7	7	11	11	11	11	11	11
Lumber and Construction Materials	1	15	14	15	14	15	15	15	14	16	15	16	15	16
Machinery, Equipment and Supplies	10	71	62	62	62	65	64	68	67	66	81	83	91	81
Metals and Metal Work (except scrap)	1	10	10	9	9	13	15	14	10	9	9	9	7	7
Paper and its Products	2	12	12	12	12	12	12	11	11	12	12	12	12	12
Petroleum and its Products	22	514	508	508	508	509	511	515	517	518	517	519	516	516
Plumbing and Heating Eqpt. and Spls.	2	15	16	16	15	15	15	16	15	17	18	15	14	14
Tobacco and its Products (except leaf)	4	38	37	37	37	38	38	38	38	38	38	38	38	38
Waste Materials	4	8	8	8	8	8	8	8	8	8	8	8	8	8
All Other Products	4	19	17	17	19	18	18	18	20	20	18	21	20	20

* Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF MONTANA

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	225	4,040	3,796	3,779	3,810	3,877	3,957	4,038	4,115	4,195	4,257	4,284	4,166	4,204
Amusement and Sporting Goods	--	16	15	15	15	16	17	21	17	15	15	15	15	15
Automotive	2	298	248	255	269	274	287	303	301	309	336	348	324	328
Beer, Wines and Liquors	20	23	24	24	22	22	23	24	24	26	25	24	22	22
Chemicals and Paints	--	33	28	29	30	32	34	33	36	37	37	37	35	34
Clothing and Furnishings	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Coal and Coke	--	6	7	7	7	7	7	6	6	6	6	6	6	6
Drugs (full line)	--	62	62	60	62	60	62	59	62	65	63	64	62	65
Drugs and Drug Sundries (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Dry Goods (full line)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Dry Goods (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Electrical Goods	1	84	79	81	80	85	83	84	84	84	84	84	86	88
Farm Products - raw materials	56	541	468	471	469	474	482	503	563	614	634	662	599	559
Farm Products - consumer goods	36	390	374	342	346	356	366	376	402	401	414	401	412	484
Farm Supplies	5	121	117	117	119	119	119	119	117	120	127	129	123	123
Furniture and House Furnishings	--	22	22	22	22	22	22	22	22	22	22	22	22	22
General Merchandise	--	240	247	242	240	241	239	235	234	236	235	237	241	252
Groceries (full line)	1	368	358	358	360	364	370	372	373	373	372	373	371	373
Groceries and Foods (specialty lines)	21	322	300	304	306	311	320	329	337	337	342	334	319	319
Hardware	1	174	164	168	169	169	169	173	171	173	175	176	188	187
Jewelry and Optical Goods	--	23	21	22	22	22	22	22	21	22	23	24	26	26
Lumber and Construction Materials	2	44	39	38	38	43	47	45	44	44	46	48	48	48
Machinery, Equipment and Supplies	7	272	242	248	252	267	271	281	284	305	298	292	265	259
Metals and Metal Work (except scrap)	1	2	2	2	2	2	2	2	2	2	2	2	3	3
Paper and its Products	2	45	45	45	45	45	46	45	45	45	46	47	46	45
Petroleum and its Products	53	810	796	791	797	808	821	827	824	813	810	814	809	804
Plumbing and Heating Eqpt. and Spls.	--	40	38	38	38	38	38	42	42	42	42	42	42	42
Tobacco and its Products (except leaf)	10	74	73	73	73	73	73	75	76	76	75	74	73	73
Waste Materials	4	15	15	15	15	15	15	15	15	15	15	15	15	15
All Other Products	3	15	12	12	12	12	22	25	13	13	13	14	14	12

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* Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF NEVADA

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	48	649	631	622	619	631	646	662	668	670	664	659	662	653
Amusement and Sporting Goods	--	5	6	6	6	6	6	5	5	5	5	5	5	5
Automotive	2	16	14	14	14	15	15	15	16	16	16	19	19	19
Beer, Wines and Liquors	18	66	57	55	58	60	70	71	72	71	74	70	69	70
Chemicals and Paints	--	4	4	4	4	4	4	4	4	4	4	4	5	4
Clothing and Furnishings	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Coal and Coke	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Drugs (full line)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Drugs and Drug Sundries (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Dry Goods (full line)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Dry Goods (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Electrical Goods	--	23	23	23	23	23	23	23	23	23	23	23	23	23
Farm Products - raw materials	1	22	19	19	20	20	21	20	20	25	25	27	26	25
Farm Products - consumer goods	2	94	98	89	81	87	88	98	98	98	95	91	104	99
Farm Supplies	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Furniture and House Furnishings	--	--	--	--	--	--	--	--	--	--	--	--	--	--
General Merchandise	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Groceries (full line)	3	37	35	35	35	36	37	38	40	40	39	39	37	34
Groceries and Foods (specialty lines)	6	56	55	55	55	56	56	58	58	60	56	54	54	52
Hardware	--	26	26	26	26	26	26	26	26	26	26	26	26	26
Jewelry and Optical Goods	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Lumber and Construction Materials	1	7	7	7	7	7	7	7	7	7	7	7	7	7
Machinery, Equipment and Supplies	2	7	7	5	5	5	5	6	8	7	10	7	7	7
Metals and Metal Work (except scrap)	1	9	3	8	8	9	12	15	15	12	9	11	5	5
Paper and its Products	--	3	3	3	3	3	3	3	3	3	3	3	3	3
Petroleum and its Products	8	227	229	227	228	228	227	226	226	226	225	226	225	225
Plumbing and Heating Eqpt. and Spls.	1	5	4	4	4	4	4	5	5	5	5	5	5	6
Tobacco and its Products (except leaf)	1	28	28	28	28	28	28	28	28	28	28	28	28	29
Waste Materials	--	--	--	--	--	--	--	--	--	--	--	--	--	--
All Other Products	2	14	13	14	14	14	14	14	14	14	14	14	14	14

* Includes no employees of commission bulk tank stations. See text.

STATE OF NEW MEXICO

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	141	1,433	1,388	1,383	1,398	1,411	1,420	1,439	1,454	1,458	1,455	1,465	1,468	1,462
Amusement and Sporting Goods	1	2	1	2	2	2	2	1	3	2	1	1	2	2
Automotive	12	88	81	80	81	88	86	88	88	91	92	91	92	92
Beer, Wines and Liquors	7	71	66	66	66	66	66	66	73	75	75	76	78	78
Chemicals and Paints	--	4	4	4	4	4	4	4	4	4	5	5	4	4
Clothing and Furnishings	--	3	3	3	3	3	3	3	3	3	3	3	3	3
Coal and Coke	--	5	5	5	5	5	5	5	5	5	5	5	5	5
Drugs (full line)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Drugs and Drug Sundries (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Dry Goods (full line)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Dry Goods (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Electrical Goods	--	4	4	4	4	4	4	4	4	4	4	4	4	4
Farm Products - raw materials	15	67	64	63	65	66	67	68	68	64	71	71	70	65
Farm Products - consumer goods	33	62	58	58	57	57	58	60	69	69	64	63	66	66
Farm Supplies	3	17	17	17	17	17	17	18	17	17	17	18	17	17
Furniture and House Furnishings	2	24	24	24	24	24	24	24	24	24	24	24	24	24
General Merchandise	5	82	82	82	82	82	82	82	82	82	82	82	82	82
Groceries (full line)	8	428	428	428	428	428	427	429	428	426	427	430	428	428
Groceries and Foods (specialty lines)	20	80	79	80	79	79	82	83	81	82	79	79	81	81
Hardware	--	11	11	11	11	11	11	11	11	11	11	11	11	11
Jewelry and Optical Goods	2	13	13	13	13	13	13	13	13	13	13	13	13	13
Lumber and Construction Materials	3	4	4	4	4	4	5	5	4	4	4	6	5	5
Machinery, Equipment and Supplies	5	70	64	64	65	65	64	70	72	72	74	78	78	80
Metals and Metal Work (except scrap)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Paper and its Products	--	2	--	--	--	--	--	--	--	--	--	8	8	8
Petroleum and its Products	19	323	319	320	321	321	326	326	325	325	328	321	319	319
Plumbing and Heating Eqpt. and Spls.	--	65	56	50	62	66	66	68	69	74	68	68	70	68
Tobacco and its Products (except leaf)	4	5	3	3	3	4	6	6	6	6	6	6	6	5
Waste Materials	--	--	--	--	--	--	--	--	--	--	--	--	--	--
All Other Products	2	3	2	2	2	2	2	5	5	5	2	2	2	2

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* Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF UTAH

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	357	5,475	5,154	5,213	5,254	5,349	5,397	5,479	5,649	5,673	5,646	5,700	5,568	5,618
Amusement and Sporting Goods	5	221	215	217	216	216	217	216	223	222	222	227	227	228
Automotive	27	624	565	613	627	626	632	636	668	646	615	620	619	621
Beer, Wines and Liquors	22	91	94	94	91	91	91	91	90	93	92	91	88	91
Chemicals and Paints	8	149	143	143	142	151	150	160	157	152	148	154	148	145
Clothing and Furnishings	3	46	46	46	46	47	46	46	46	47	46	46	46	44
Coal and Coke	1	93	96	96	96	95	93	89	90	89	93	92	94	94
Drugs (full line)	--	128	124	123	125	124	128	128	126	129	129	130	130	134
Drugs and Drug Sundries (specialty lines)	3	9	6	6	6	9	10	10	10	10	10	11	10	10
Dry Goods (full line)	--	93	85	87	96	96	95	94	91	89	91	95	93	106
Dry Goods (specialty lines)	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Electrical Goods	8	229	221	222	222	225	224	227	231	234	231	233	234	238
Farm Products - raw materials	55	211	167	165	168	171	206	227	244	263	241	236	226	223
Farm Products - consumer goods	68	603	557	556	563	573	569	577	654	670	679	684	589	571
Farm Supplies	5	84	83	81	73	95	87	83	77	88	87	88	85	83
Furniture and House Furnishings	3	65	58	61	63	62	63	70	63	65	64	72	74	71
General Merchandise	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Groceries (full line)	2	291	289	291	291	291	291	291	291	291	293	293	293	293
Groceries and Foods (specialty lines)	53	414	404	402	405	404	402	408	418	416	420	430	424	433
Hardware	1	473	441	443	432	458	460	474	492	480	479	506	490	523
Jewelry and Optical Goods	--	39	39	39	39	39	38	38	38	39	41	41	41	39
Lumber and Construction Materials	11	206	171	177	185	194	202	219	220	225	228	213	223	219
Machinery, Equipment and Supplies	22	456	428	427	440	442	446	448	466	470	468	477	476	478
Metals and Metal Work (except scrap)	3	51	49	50	49	49	49	50	51	52	51	51	53	52
Paper and its Products	--	77	76	76	78	78	77	76	77	78	78	76	77	82
Petroleum and its Products	14	535	517	517	519	533	536	547	548	544	544	540	537	532
Plumbing and Heating Eqpt. and Spls.	1	117	110	111	112	112	113	113	117	121	122	126	123	125
Tobacco and its Products (except leaf)	7	68	67	67	67	67	68	69	67	68	68	68	68	69
Waste Materials	23	46	40	40	40	41	44	44	46	44	54	51	51	51
All Other Products	11	55	62	62	62	59	59	47	47	47	51	48	48	62

* Includes no employees of commission bulk tank stations. See text.

STATE OF WYOMING

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	123	874	825	822	820	847	860	867	880	877	946	940	907	895
Amusement and Sporting Goods	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Automotive	5	56	54	54	54	53	54	57	59	59	58	57	57	57
Beer, Wines and Liquors	10	39	13	13	14	45	47	49	50	50	48	49	47	47
Chemicals and Paints	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Clothing and Furnishings	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Coal and Coke	--	10	5	4	4	3	2	2	2	1	36	16	19	20
Drugs (full line)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Drugs and Drug Sundries (specialty lines)	1	--	--	--	--	--	--	--	--	--	--	--	--	--
Dry Goods (full line)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Dry Goods (specialty lines)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Electrical Goods	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Farm Products - raw materials	36	95	94	90	91	89	91	86	89	86	114	122	99	95
Farm Products - consumer goods	22	133	128	129	130	127	131	133	132	135	134	139	136	136
Farm Supplies	2	1	2	2	2	1	1	1	1	1	1	1	1	1
Furniture and House Furnishings	--	--	--	--	--	--	--	--	--	--	--	--	--	--
General Merchandise	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Groceries (full line)	--	168	167	167	164	167	168	168	169	169	169	172	166	164
Groceries and Foods (specialty lines)	20	37	35	35	34	36	37	38	38	39	39	38	37	39
Hardware	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Jewelry and Optical Goods	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Lumber and Construction Materials	1	9	9	9	9	9	9	10	10	10	10	10	10	9
Machinery, Equipment and Supplies	5	59	53	53	56	55	56	58	61	63	65	65	64	60
Metals and Metal Work (except scrap)	2	8	8	8	8	6	6	6	6	6	9	9	9	9
Paper and its Products	--	--	--	--	--	--	--	--	--	—	--	--	--	--
Petroleum and its Products	10	237	235	234	234	235	235	239	238	237	237	238	238	238
Plumbing and Heating Eqpt. and Spls.	--	5	5	7	3	4	6	3	8	3	8	6	7	4
Tobacco and its Products (except leaf)	5	12	12	12	12	12	12	12	12	12	12	12	12	11
Waste Materials	3	2	2	2	2	2	2	2	2	2	2	2	2	2
All Other Products	1	3	3	3	3	3	3	3	3	4	4	4	3	3

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* Includes no employees of commission bulk tank stations. See text.

STATE OF CALIFORNIA

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	8,450	108,857	104,294	105,231	106,229	108,789	109,515	109,023	109,357	109,694	109,839	114,703	112,002	107,607
Amusement and Sporting Goods	114	1,603	1,547	1,533	1,551	1,558	1,560	1,571	1,570	1,602	1,628	1,678	1,705	1,736
Automotive	572	6,703	6,323	6,404	6,479	6,577	6,644	6,709	6,814	6,821	6,794	6,924	6,972	6,977
Beer, Wines and Liquors	502	4,122	3,821	3,843	3,881	3,946	4,027	4,120	4,193	4,227	4,271	4,374	4,381	4,380
Chemicals and Paints	135	2,235	2,146	2,159	2,154	2,195	2,229	2,250	2,264	2,282	2,271	2,297	2,285	2,282
Clothing and Furnishings	392	1,871	1,792	1,808	1,827	1,838	1,834	1,831	1,877	1,903	1,914	1,917	2,015	1,901
Coal and Coke	14	99	114	98	96	89	80	83	83	90	100	110	125	114
Drugs (full line)	2	1,826	1,775	1,789	1,800	1,809	1,815	1,803	1,820	1,812	1,823	1,911	1,870	1,890
Drugs and Drug Sundries (specialty lines)	126	1,154	1,071	1,103	1,117	1,126	1,128	1,136	1,145	1,154	1,176	1,226	1,232	1,228
Dry Goods (full line)	8	305	295	302	300	298	296	312	308	311	298	306	321	307
Dry Goods (specialty lines)	256	1,252	1,205	1,211	1,227	1,234	1,231	1,241	1,247	1,265	1,286	1,287	1,289	1,295
Electrical Goods	220	3,521	3,359	3,381	3,413	3,434	3,454	3,492	3,547	3,569	3,592	3,668	3,657	3,691
Farm Products - raw materials	186	934	878	866	866	873	870	938	917	941	926	1,018	1,085	1,035
Farm Products - consumer goods	1,534	27,861	26,544	27,467	28,008	30,033	30,352	29,189	28,753	28,230	27,526	28,318	26,151	23,764
Farm Supplies	114	1,528	1,440	1,412	1,415	1,401	1,452	1,546	1,618	1,655	1,501	1,683	1,662	1,556
Furniture and House Furnishings	244	1,508	1,443	1,451	1,464	1,463	1,469	1,496	1,521	1,521	1,545	1,569	1,576	1,583
General Merchandise	22	876	854	848	856	845	842	837	841	873	905	944	941	920
Groceries (full line)	56	3,317	3,231	3,243	3,288	3,271	3,281	3,306	3,312	3,329	3,373	3,381	3,399	3,384
Groceries and Foods (specialty lines)	1,359	12,448	11,653	11,529	11,517	11,604	11,599	11,620	11,812	12,186	12,751	15,385	14,768	12,957
Hardware	101	2,273	2,210	2,204	2,202	2,216	2,238	2,273	2,279	2,297	2,303	2,349	2,359	2,351
Jewelry and Optical Goods	140	1,214	1,172	1,180	1,176	1,194	1,195	1,203	1,208	1,209	1,224	1,251	1,272	1,278
Lumber and Construction Materials	188	2,788	2,966	2,833	2,848	2,777	2,792	2,706	2,716	2,738	2,768	2,799	2,765	2,742
Machinery, Equipment and Supplies	641	9,231	8,722	8,803	8,871	9,044	9,113	9,323	9,327	9,385	9,418	9,613	9,574	9,584
Metals and Metal Work (except scrap)	65	1,932	1,787	1,810	1,868	1,924	1,932	1,927	1,983	1,979	1,993	2,076	1,954	1,946
Paper and its Products	121	2,434	2,398	2,375	2,367	2,398	2,399	2,394	2,423	2,472	2,496	2,501	2,486	2,499
Petroleum and its Products	240	8,874	8,795	8,814	8,847	8,859	8,876	8,887	8,908	8,901	8,943	8,906	8,882	8,864
Plumbing and Heating Eqpt. and Spls.	107	1,637	1,550	1,543	1,533	1,564	1,584	1,610	1,641	1,669	1,700	1,735	1,749	1,771
Tobacco and its Products (except leaf)	96	1,198	1,154	1,148	1,158	1,165	1,177	1,189	1,208	1,222	1,231	1,235	1,248	1,246
Waste Materials	235	1,422	1,383	1,413	1,435	1,426	1,422	1,423	1,398	1,409	1,421	1,471	1,448	1,411
All Other Products	660	2,691	2,666	2,661	2,665	2,628	2,624	2,608	2,624	2,642	2,662	2,771	2,831	2,915

* Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF OREGON

TABLE 2 - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	674	11,316	10,517	10,449	10,512	10,645	10,798	11,019	11,242	12,750	12,404	12,517	11,568	11,376
Amusement and Sporting Goods	8	186	180	181	180	182	190	191	194	186	187	187	184	187
Automotive	39	991	940	950	964	981	993	1,000	1,005	1,009	1,015	1,051	1,000	989
Beer, Wines and Liquors	34	193	160	164	169	179	186	191	200	206	216	211	213	219
Chemicals and Paints	12	252	238	243	241	244	260	262	255	257	265	256	257	251
Clothing and Furnishings	27	125	116	118	121	123	128	123	119	129	135	132	129	132
Coal and Coke	2	17	17	17	17	17	17	17	17	17	17	17	17	17
Drugs (full line)	--	243	243	243	243	245	244	247	242	241	238	242	241	241
Drugs and Drug Sundries (specialty lines)	6	14	8	8	8	8	8	8	21	21	21	21	21	20
Dry Goods (full line)	2	38	38	38	38	38	38	38	38	38	38	38	38	38
Dry Goods (specialty lines)	5	13	11	11	11	13	13	13	13	13	13	13	13	13
Electrical Goods	18	473	449	452	451	452	453	452	487	492	493	494	497	498
Farm Products - raw materials	43	473	439	427	434	454	477	468	572	592	506	465	423	417
Farm Products - consumer goods	97	1,625	1,258	1,259	1,224	1,262	1,256	1,426	1,405	2,746	2,267	2,361	1,596	1,446
Farm Supplies	25	190	171	163	183	185	184	169	233	238	222	191	175	172
Furniture and House Furnishings	8	95	93	95	97	96	95	96	94	96	96	95	94	94
General Merchandise	--	54	53	54	54	54	53	53	53	53	54	54	54	54
Groceries (full line)	11	576	575	572	580	578	577	577	584	591	577	575	568	561
Groceries and Foods (specialty lines)	98	1,218	1,130	1,054	1,034	1,050	1,052	1,118	1,144	1,243	1,403	1,459	1,464	1,464
Hardware	19	381	355	353	362	369	371	393	397	396	391	391	391	397
Jewelry and Optical Goods	3	77	74	74	74	76	78	78	77	77	78	78	78	78
Lumber and Construction Materials	35	412	402	403	412	406	412	409	414	417	421	419	412	411
Machinery, Equipment and Supplies	71	929	875	890	900	905	922	933	956	953	955	962	947	956
Metals and Metal Work (except scrap)	9	292	281	277	296	294	302	293	294	290	293	291	295	292
Paper and its Products	7	228	225	226	227	225	226	221	227	230	227	231	233	233
Petroleum and its Products	31	1,568	1,568	1,550	1,562	1,560	1,608	1,567	1,570	1,589	1,578	1,602	1,543	1,520
Plumbing and Heating Eqpt. and Spls.	8	223	218	222	224	226	235	237	217	222	221	221	219	220
Tobacco and its Products (except leaf)	22	101	95	95	98	95	99	99	105	104	105	106	106	107
Waste Materials	11	84	81	80	78	94	89	98	77	76	95	80	87	79
All Other Products	23	245	224	230	230	234	232	242	232	228	277	274	273	270

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* Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

STATE OF WASHINGTON

TABLE 2 - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	1,206	22,725	20,632	20,361	20,350	20,519	21,024	21,656	22,835	23,538	26,209	27,680	25,018	22,878
Amusement and Sporting Goods	16	311	302	302	310	305	312	312	311	322	316	310	314	321
Automotive	76	1,552	1,462	1,498	1,504	1,519	1,526	1,535	1,585	1,593	1,589	1,594	1,601	1,612
Beer, Wines and Liquors	62	347	335	337	345	350	374	358	344	347	340	342	351	346
Chemicals and Paints	13	441	400	409	418	430	460	454	457	462	466	463	441	426
Clothing and Furnishings	40	193	181	183	189	197	193	192	189	190	205	200	198	193
Coal and Coke	2	50	50	50	51	51	50	50	50	50	50	50	51	50
Drugs (full line)	--	404	405	403	404	401	405	407	405	406	406	408	401	402
Drugs and Drug Sundries (specialty lines)	8	102	93	96	95	106	106	107	101	102	102	108	107	106
Dry Goods (full line)	--	55	54	55	56	57	57	54	55	56	56	53	55	57
Dry Goods (specialty lines)	23	67	66	67	67	67	67	67	67	67	67	68	67	67
Electrical Goods	42	719	709	697	708	703	707	715	732	713	719	734	742	754
Farm Products - raw materials	85	810	621	629	596	625	643	721	990	1,306	1,198	982	742	672
Farm Products - consumer goods	207	5,035	3,657	3,332	3,201	3,247	3,618	4,182	4,853	5,127	7,823	9,361	7,032	4,983
Farm Supplies	20	267	292	293	289	244	242	247	236	246	250	298	282	281
Furniture and House Furnishings	14	238	234	234	235	233	235	238	241	241	240	244	243	243
General Merchandise	2	63	61	61	61	61	61	61	59	59	66	70	70	70
Groceries (full line)	7	1,005	986	990	985	984	1,005	1,023	1,022	1,028	1,019	1,010	1,008	1,002
Groceries and Foods (specialty lines)	240	2,452	2,450	2,436	2,442	2,430	2,421	2,389	2,402	2,408	2,465	2,526	2,523	2,526
Hardware	5	936	890	900	917	931	931	942	949	963	965	954	954	941
Jewelry and Optical Goods	13	183	179	179	179	180	180	180	183	185	187	185	185	188
Lumber and Construction Materials	40	846	803	815	820	834	842	821	868	894	881	879	860	840
Machinery, Equipment and Supplies	94	1,738	1,665	1,669	1,722	1,716	1,730	1,717	1,759	1,737	1,768	1,795	1,775	1,797
Metals and Metal Work (except scrap)	7	361	340	339	361	375	360	356	362	388	364	357	358	366
Paper and its Products	16	404	395	404	402	403	401	403	413	403	402	404	404	411
Petroleum and its Products	38	2,605	2,576	2,557	2,562	2,614	2,623	2,625	2,639	2,648	2,630	2,610	2,597	2,584
Plumbing and Heating Eqpt. and Spls.	18	317	290	292	296	302	303	318	323	329	331	338	345	331
Tobacco and its Products (except leaf)	14	203	196	198	197	198	201	204	206	206	203	206	207	208
Waste Materials	37	256	231	234	240	246	257	272	269	259	259	279	263	259
All Other Products	67	765	709	702	698	710	714	706	765	803	842	852	842	842

* Includes no employees of commission bulk tank stations. See text.

CITY OF BALTIMORE, MARYLAND

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	1,176	15,072	14,850	14,795	14,921	14,907	14,871	14,968	14,891	14,955	15,178	15,509	15,531	15,483
Amusement and Sporting Goods	14	158	145	156	156	157	155	157	156	158	159	164	163	170
Automotive	37	651	627	621	625	644	644	653	665	662	663	677	660	668
Beer, Wines and Liquors	17	686	630	631	627	652	704	728	702	709	719	721	706	703
Chemicals and Paints	21	193	187	187	187	190	192	190	198	196	195	198	196	195
Clothing and Furnishings	119	450	446	447	453	453	449	446	441	449	456	454	456	453
Coal and Coke	22	167	181	187	182	162	150	150	149	149	150	183	180	186
Drugs (full line)	2	123	123	123	123	123	123	123	123	123	123	123	123	123
Drugs and Drug Sundries (specialty lines)	19	317	311	310	313	308	306	306	315	322	323	332	328	330
Dry Goods (full line)	1	201	197	197	197	197	197	197	205	206	206	206	206	206
Dry Goods (specialty lines)	55	211	206	206	208	211	210	210	214	214	213	215	215	215
Electrical Goods	16	467	472	455	459	461	474	474	475	467	467	470	466	469
Farm Products - raw materials	37	157	149	149	156	156	156	158	161	161	161	170	156	146
Farm Products - consumer goods	183	873	860	855	863	864	879	883	879	877	872	879	881	889
Farm Supplies	17	360	337	356	425	384	385	356	336	339	343	343	361	360
Furniture and House Furnishings	24	166	166	160	160	163	165	163	164	167	166	166	175	172
General Merchandise	3	757	825	771	760	738	732	729	741	733	756	767	761	766
Groceries (full line)	12	405	405	409	410	412	408	406	407	402	403	403	399	401
Groceries and Foods (specialty lines)	224	2,625	2,736	2,685	2,658	2,580	2,477	2,440	2,438	2,437	2,553	2,798	2,850	2,843
Hardware	17	136	136	136	136	135	135	136	136	136	136	136	136	136
Jewelry and Optical Goods	25	150	145	144	144	147	150	150	148	152	151	152	158	156
Lumber and Construction Materials	29	640	585	614	625	642	661	645	641	648	642	650	673	654
Machinery, Equipment and Supplies	75	1,848	1,645	1,689	1,733	1,759	1,762	1,940	1,914	1,984	2,011	1,935	1,920	1,889
Metals and Metal Work (except scrap)	16	376	394	360	364	378	396	381	356	368	387	383	386	364
Paper and its Products	32	359	357	356	356	359	356	356	357	357	360	363	363	363
Petroleum and its Products	9	978	1,015	1,021	1,004	1,022	1,002	971	952	916	939	963	959	977
Plumbing and Heating Eqpt. and Spls.	16	466	458	460	465	467	462	460	451	465	470	487	477	465
Tobacco and its Products (except leaf)	29	300	298	296	296	297	299	300	300	300	301	304	302	302
Waste Materials	55	581	547	545	566	578	575	590	596	589	584	597	597	603
All Other Products	50	271	267	269	270	268	267	270	271	269	269	270	278	279

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CITY OF BOSTON, MASSACHUSETTS

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	1,852	32,334	31,884	31,560	31,848	32,015	32,212	32,286	32,428	32,513	32,498	32,991	32,788	32,986
Amusement and Sporting Goods	28	618	600	602	604	608	613	620	629	627	627	625	622	639
Automotive	33	2,083	2,055	2,056	2,068	2,086	2,090	2,086	2,099	2,109	2,079	2,089	2,085	2,089
Beer, Wines and Liquors	20	1,165	1,129	1,132	1,130	1,146	1,158	1,185	1,195	1,178	1,181	1,211	1,188	1,142
Chemicals and Paints	31	1,030	1,014	1,010	1,020	1,028	1,029	1,029	1,034	1,041	1,043	1,039	1,037	1,031
Clothing and Furnishings	245	1,606	1,573	1,589	1,597	1,606	1,610	1,601	1,590	1,602	1,621	1,636	1,624	1,628
Coal and Coke	8	521	618	558	538	545	469	461	475	498	479	552	513	551
Drugs (full line)	--	540	542	542	543	545	545	545	538	538	538	531	534	534
Drugs and Drug Sundries (specialty lines)	13	181	172	173	179	179	178	178	178	179	188	187	191	192
Dry Goods (full line)	--	79	79	79	79	79	79	79	79	79	79	79	79	79
Dry Goods (specialty lines)	160	803	788	789	800	795	797	789	786	800	815	826	819	827
Electrical Goods	43	1,505	1,472	1,481	1,501	1,499	1,504	1,503	1,507	1,521	1,525	1,510	1,518	1,524
Farm Products - raw materials	160	1,248	1,140	1,104	1,152	1,179	1,224	1,293	1,324	1,322	1,335	1,353	1,310	1,239
Farm Products - consumer goods	194	2,190	2,096	2,091	2,111	2,193	2,291	2,286	2,304	2,214	2,154	2,214	2,169	2,154
Farm Supplies	5	51	52	52	52	52	52	52	51	52	49	51	51	51
Furniture and House Furnishings	78	934	932	924	914	925	933	934	925	938	934	943	948	953
General Merchandise	1	25	24	22	20	24	23	24	23	24	28	26	28	29
Groceries (full line)	1	1,479	1,650	1,439	1,440	1,442	1,435	1,435	1,439	1,447	1,449	1,452	1,449	1,666
Groceries and Foods (specialty lines)	255	4,641	4,472	4,502	4,607	4,543	4,633	4,614	4,590	4,714	4,662	4,846	4,768	4,746
Hardware	18	286	277	279	281	282	285	287	288	288	288	294	290	292
Jewelry and Optical Goods	52	450	443	445	445	445	448	450	455	452	455	455	455	457
Lumber and Construction Materials	25	1,068	1,047	1,044	1,048	1,047	1,056	1,071	1,085	1,075	1,080	1,083	1,089	1,088
Machinery, Equipment and Supplies	141	3,999	3,928	3,924	3,987	4,003	4,018	4,010	4,039	3,992	3,994	4,027	4,031	4,040
Metals and Metal Work (except scrap)	10	659	642	637	640	658	654	666	659	662	664	668	676	677
Paper and its Products	51	1,216	1,234	1,211	1,200	1,204	1,199	1,207	1,208	1,209	1,213	1,222	1,223	1,267
Petroleum and its Products	6	618	638	637	584	582	576	572	587	610	617	657	675	686
Plumbing and Heating Eqpt and Spls.	23	765	719	719	757	755	754	750	754	758	796	817	808	788
Tobacco and its Products (except leaf)	19	309	308	309	309	308	314	305	313	311	311	307	309	309
Waste Materials	59	553	532	538	545	560	550	552	556	561	558	565	563	558
All Other Products	173	1,712	1,708	1,672	1,697	1,697	1,695	1,702	1,718	1,712	1,736	1,726	1,736	1,750

* Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CITY OF BUFFALO, NEW YORK

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	428	9,080	8,848	8,842	8,950	9,040	9,013	8,967	9,027	9,065	9,234	9,390	9,284	9,300
Amusement and Sporting Goods	2	240	243	239	237	236	238	236	240	242	242	242	242	244
Automotive	20	883	872	862	876	871	888	899	890	894	901	911	860	877
Beer, Wines and Liquors	9	187	176	180	182	186	191	184	184	183	185	192	196	202
Chemicals and Paints	4	195	188	189	191	198	199	198	200	200	199	195	195	193
Clothing and Furnishings	6	115	108	90	96	105	105	108	115	119	136	137	136	124
Coal and Coke	5	259	276	273	267	264	256	242	241	242	245	269	265	267
Drugs (full line)	--	170	169	170	170	170	170	169	167	167	167	173	174	174
Drugs and Drug Sundries (specialty lines)	3	50	50	51	53	53	47	47	49	49	53	52	51	50
Dry Goods (full line)	1	14	12	12	13	13	13	13	14	14	16	16	16	16
Dry Goods (specialty lines)	10	11	11	11	11	11	11	11	11	11	11	11	11	11
Electrical Goods	10	551	558	556	551	552	546	544	545	551	550	551	555	548
Farm Products - raw materials	12	204	206	202	204	205	204	200	198	199	203	211	210	209
Farm Products - consumer goods	92	862	844	842	851	858	863	874	876	882	869	865	858	867
Farm Supplies	3	152	147	149	164	175	175	147	143	147	148	142	142	144
Furniture and House Furnishings	9	118	113	114	117	119	119	120	120	120	121	120	120	118
General Merchandise	--	13	13	13	13	13	13	13	13	13	13	13	13	13
Groceries (full line)	6	260	256	258	261	261	254	258	259	257	262	268	264	265
Groceries and Foods (specialty lines)	56	824	819	815	826	815	811	812	830	824	815	856	830	830
Hardware	1	446	462	458	461	461	450	442	440	439	439	434	430	431
Jewelry and Optical Goods	15	109	104	104	108	109	109	110	112	111	109	110	111	112
Lumber and Construction Materials	9	580	506	511	537	550	537	535	535	536	671	682	691	664
Machinery, Equipment and Supplies	36	836	810	809	818	838	845	848	846	844	841	854	841	839
Metals and Metal Work (except scrap)	5	276	259	262	265	275	273	280	279	285	287	283	281	278
Paper and its Products	11	290	284	285	282	284	284	285	285	288	291	301	304	303
Petroleum and its Products	3	434	417	425	424	429	422	416	436	446	443	448	455	452
Plumbing and Heating Eqpt. and Spls.	5	275	270	264	267	264	265	266	278	284	281	290	284	284
Tobacco and its Products (except leaf)	27	126	125	125	125	125	126	127	128	126	125	126	126	127
Waste Materials	37	380	338	358	366	372	380	369	374	371	387	414	394	432
All Other Products	31	220	212	215	214	228	219	214	219	221	224	224	229	226

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* Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CITY OF CHICAGO, ILLINOIS

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	3,435	83,349	81,362	81,638	82,090	82,591	82,840	82,974	83,050	83,523	84,184	85,378	85,437	85,117
Amusement and Sporting Goods	46	1,262	1,218	1,242	1,240	1,256	1,245	1,263	1,255	1,259	1,267	1,289	1,284	1,329
Automotive	135	3,894	3,744	3,722	3,786	3,906	3,905	3,954	3,991	3,976	3,936	3,928	3,963	3,922
Beer, Wines and Liquors	143	2,632	2,548	2,548	2,564	2,622	2,619	2,624	2,612	2,612	2,646	2,724	2,722	2,738
Chemicals and Paints	47	2,418	2,362	2,364	2,394	2,407	2,417	2,416	2,418	2,429	2,451	2,454	2,451	2,453
Clothing and Furnishings	300	2,691	2,617	2,622	2,630	2,666	2,667	2,671	2,649	2,721	2,733	2,772	2,761	2,778
Coal and Coke	11	991	1,035	1,037	1,032	965	948	951	954	964	994	1,054	977	983
Drugs (full line)	--	763	765	769	770	757	755	756	760	763	762	764	765	765
Drugs and Drug Sundries (specialty lines)	74	1,505	1,414	1,431	1,450	1,462	1,467	1,498	1,500	1,513	1,536	1,583	1,593	1,608
Dry Goods (full line)	--	3,554	3,448	3,555	3,556	3,552	3,531	3,557	3,429	3,499	3,575	3,754	3,737	3,450
Dry Goods (specialty lines)	152	1,234	1,234	1,244	1,250	1,235	1,232	1,224	1,215	1,217	1,231	1,245	1,243	1,243
Electrical Goods	104	3,533	3,362	3,375	3,428	3,466	3,535	3,551	3,545	3,584	3,595	3,635	3,673	3,652
Farm Products - raw materials	132	1,901	2,027	2,010	1,945	1,925	1,885	1,846	1,909	1,857	1,882	1,868	1,828	1,835
Farm Products - consumer goods	478	5,487	5,368	5,355	5,347	5,462	5,514	5,585	5,547	5,506	5,501	5,558	5,539	5,557
Farm Supplies	16	670	651	719	806	765	700	620	575	605	626	668	666	654
Furniture and House Furnishings	135	1,646	1,543	1,548	1,563	1,613	1,639	1,648	1,638	1,681	1,680	1,728	1,726	1,740
General Merchandise	6	1,346	1,384	1,320	1,297	1,274	1,274	1,266	1,293	1,327	1,354	1,397	1,455	1,516
Groceries (full line)	16	3,801	3,774	3,716	3,725	3,732	3,722	3,719	3,873	3,938	3,834	3,881	3,866	3,834
Groceries and Foods (specialty lines)	470	9,596	9,448	9,427	9,444	9,461	9,494	9,435	9,509	9,529	9,762	9,855	9,882	9,901
Hardware	46	1,582	1,536	1,539	1,538	1,553	1,553	1,566	1,566	1,584	1,620	1,635	1,642	1,647
Jewelry and Optical Goods	65	1,746	1,690	1,672	1,673	1,708	1,710	1,716	1,714	1,722	1,761	1,780	1,855	1,952
Lumber and Construction Materials	85	3,624	3,513	3,552	3,585	3,671	3,660	3,637	3,590	3,623	3,678	3,688	3,687	3,609
Machinery, Equipment and Supplies	324	10,791	10,496	10,620	10,724	10,732	10,793	10,803	10,790	10,841	10,925	11,001	10,950	10,822
Metals and Metal Work (except scrap)	33	3,574	3,424	3,445	3,456	3,476	3,539	3,592	3,624	3,632	3,627	3,677	3,706	3,695
Paper and its Products	109	2,587	2,493	2,521	2,543	2,559	2,577	2,581	2,592	2,596	2,608	2,644	2,658	2,674
Petroleum and its Products	17	2,166	2,134	2,141	2,147	2,126	2,152	2,147	2,152	2,178	2,186	2,205	2,209	2,210
Plumbing and Heating Eqpt and Spls.	58	1,749	1,688	1,694	1,704	1,708	1,734	1,733	1,756	1,760	1,782	1,846	1,794	1,784
Tobacco and its Products (except leaf)	61	758	734	737	740	744	748	747	776	765	768	782	776	784
Waste Materials	148	2,319	2,186	2,178	2,226	2,293	2,327	2,361	2,318	2,332	2,317	2,418	2,450	2,427
All Other Products	224	3,529	3,526	3,535	3,527	3,495	3,498	3,507	3,500	3,510	3,547	3,545	3,579	3,575

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* Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CITY OF CLEVELAND, OHIO

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month: January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	1,030	21,502	20,960	21,053	20,973	21,267	21,232	21,398	21,468	22,059	21,831	22,036	21,874	21,873
Amusement and Sporting Goods	14	377	356	356	357	359	365	373	385	380	383	405	397	407
Automotive	48	2,110	2,060	2,071	2,101	2,102	2,113	2,107	2,105	2,110	2,124	2,143	2,122	2,162
Beer, Wines and Liquors	10	207	199	194	196	195	198	192	206	212	220	221	218	228
Chemicals and Paints	31	789	767	771	779	801	816	813	795	794	789	789	774	775
Clothing and Furnishings	70	506	471	479	477	479	487	486	488	508	537	580	539	539
Coal and Coke	11	456	463	465	460	460	458	465	448	452	451	448	450	452
Drugs (full line)	--	227	225	227	219	224	226	228	227	228	227	231	230	232
Drugs and Drug Sundries (specialty lines)	12	148	146	147	147	149	149	148	147	147	148	148	149	149
Dry Goods (full line)	3	169	172	169	170	169	170	167	167	168	168	168	167	168
Dry Goods (specialty lines)	29	127	121	122	122	122	127	126	133	130	130	129	129	128
Electrical Goods	26	1,123	1,107	1,106	1,118	1,120	1,118	1,118	1,126	1,132	1,137	1,144	1,128	1,127
Farm Products - raw materials	20	84	82	83	83	84	85	85	85	85	83	84	84	84
Farm Products - consumer goods	159	1,342	1,292	1,289	1,292	1,286	1,289	1,315	1,316	1,704	1,339	1,318	1,325	1,334
Farm Supplies	3	103	103	106	107	107	104	104	103	100	100	102	101	103
Furniture and House Furnishings	28	294	288	291	289	297	302	297	294	291	295	295	300	294
General Merchandise	--	16	16	16	16	16	16	16	16	16	16	16	16	16
Groceries (full line)	11	833	859	856	848	830	831	828	828	831	828	819	820	821
Groceries and Foods (specialty lines)	170	2,188	2,147	2,163	2,153	2,174	2,128	2,127	2,226	2,242	2,275	2,262	2,209	2,145
Hardware	12	1,116	1,106	1,106	1,105	1,111	1,110	1,114	1,120	1,121	1,122	1,130	1,121	1,123
Jewelry and Optical Goods	8	202	194	191	191	192	190	194	198	198	216	221	218	216
Lumber and Construction Materials	27	1,375	1,273	1,288	1,291	1,334	1,382	1,399	1,408	1,419	1,430	1,456	1,428	1,397
Machinery, Equipment and Supplies	147	2,963	2,807	2,824	2,838	2,952	2,928	2,964	2,977	3,036	3,036	3,018	3,065	3,106
Metals and Metal Work (except scrap)	24	1,004	1,018	1,030	939	950	957	1,050	977	989	1,018	1,045	1,050	1,030
Paper and its Products	22	625	644	616	616	616	615	616	617	619	621	624	638	656
Petroleum and its Products	10	902	922	966	939	934	868	867	882	897	877	902	897	878
Plumbing and Heating Eqpt. and Spls.	13	467	449	442	445	452	459	460	460	471	476	502	498	495
Tobacco and its Products (except leaf)	10	325	323	323	324	324	324	324	327	328	328	327	326	326
Waste Materials	54	793	735	746	737	788	775	781	781	819	837	852	833	837
All Other Products	58	631	615	610	614	640	642	634	626	632	620	657	642	645

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CITY OF DETROIT, MICHIGAN

TABLE 2 - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	1,332	22,727	22,321	22,251	22,198	22,207	22,279	22,269	22,452	22,674	23,006	23,760	23,550	23,757
Amusement and Sporting Goods	20	404	391	390	395	405	399	401	404	408	410	413	418	419
Automotive	105	2,387	2,300	2,316	2,319	2,356	2,357	2,363	2,412	2,427	2,476	2,457	2,439	2,422
Beer, Wines and Liquors	19	246	198	199	215	213	219	224	226	274	285	295	287	317
Chemicals and Paints	10	683	663	678	681	682	692	688	682	680	681	698	688	687
Clothing and Furnishings	47	274	261	262	264	274	272	273	270	268	277	283	290	293
Coal and Coke	8	347	355	356	350	348	337	325	328	340	351	355	358	360
Drugs (full line)	2	228	228	229	231	226	226	226	225	225	225	228	231	232
Drugs and Drug Sundries (specialty lines)	23	398	392	402	395	399	399	396	389	400	398	410	402	395
Dry Goods (full line)	2	266	262	261	262	265	264	267	267	267	265	269	269	269
Dry Goods (specialty lines)	17	103	100	100	103	103	103	103	103	103	104	104	104	104
Electrical Goods	33	1,160	1,065	1,082	1,096	1,138	1,175	1,174	1,162	1,179	1,183	1,223	1,222	1,226
Farm Products - raw materials	17	194	200	194	186	180	183	188	189	196	192	201	203	211
Farm Products - consumer goods	216	2,146	2,103	2,119	2,138	2,143	2,161	2,160	2,149	2,101	2,097	2,191	2,193	2,202
Farm Supplies	10	740	1,079	895	703	509	478	409	457	544	670	1,065	961	1,109
Furniture and House Furnishings	27	292	280	282	288	294	291	290	289	289	296	301	299	303
General Merchandise	2	17	17	17	17	17	17	17	17	17	17	17	17	17
Groceries (full line)	21	460	447	447	448	452	452	457	460	465	465	468	479	479
Groceries and Foods (specialty lines)	221	2,532	2,429	2,433	2,446	2,471	2,480	2,540	2,561	2,557	2,587	2,628	2,619	2,628
Hardware	15	481	459	461	461	461	472	475	482	476	495	508	513	511
Jewelry and Optical Goods	17	415	409	406	411	414	414	411	408	414	424	425	418	425
Lumber and Construction Materials	28	672	665	664	668	673	659	669	665	668	683	692	683	680
Machinery, Equipment and Supplies	196	2,758	2,658	2,683	2,714	2,718	2,743	2,745	2,764	2,780	2,795	2,834	2,824	2,833
Metals and Metal Work (except scrap)	27	1,078	1,047	1,046	1,042	1,042	1,055	1,033	1,066	1,103	1,102	1,147	1,131	1,127
Paper and its Products	38	849	834	835	838	842	847	851	851	853	856	859	860	861
Petroleum and its Products	13	1,009	993	989	993	1,011	1,016	1,008	1,022	1,019	1,013	1,017	1,007	1,019
Plumbing and Heating Eqpt. and Spls.	14	671	655	655	656	663	663	670	679	680	687	682	685	682
Tobacco and its Products (except leaf)	23	388	383	380	380	385	382	385	383	385	399	400	396	396
Waste Materials	92	978	925	937	960	966	971	976	980	982	1,003	1,020	1,009	1,002
All Other Products	69	551	523	533	538	557	552	545	562	574	570	570	545	548

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* Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CITY OF LOS ANGELES, CALIFORNIA

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	2,861	34,820	33,966	33,880	34,037	34,229	34,373	34,314	34,408	34,548	34,855	36,771	36,439	36,016
Amusement and Sporting Goods	58	849	814	812	808	811	813	822	825	851	874	902	922	934
Automotive	189	3,059	2,904	2,933	2,968	3,014	3,034	3,066	3,118	3,120	3,085	3,162	3,170	3,134
Beer, Wines and Liquors	87	1,402	1,327	1,350	1,380	1,387	1,381	1,387	1,398	1,407	1,392	1,437	1,480	1,493
Chemicals and Paints	61	807	760	778	770	793	818	836	835	826	813	820	816	817
Clothing and Furnishings	218	775	742	756	767	774	762	755	778	786	794	804	793	789
Coal and Coke	5	18	20	20	18	18	15	15	15	17	17	18	19	23
Drugs (full line)	2	1,084	1,065	1,077	1,082	1,082	1,084	1,075	1,086	1,073	1,078	1,097	1,095	1,109
Drugs and Drug Sundries (specialty lines)	68	514	483	493	497	505	502	498	500	500	513	559	557	556
Dry Goods (full line)	6	18	16	16	16	16	16	19	19	19	19	19	19	19
Dry Goods (specialty lines)	155	665	635	639	645	647	648	659	662	670	687	696	696	698
Electrical Goods	104	1,565	1,482	1,491	1,492	1,515	1,538	1,549	1,585	1,600	1,612	1,650	1,630	1,636
Farm Products - raw materials	31	247	239	217	217	218	216	220	219	224	249	281	338	330
Farm Products - consumer goods	545	4,552	4,751	4,639	4,705	4,631	4,656	4,459	4,315	4,311	4,327	4,740	4,608	4,477
Farm Supplies	12	284	279	292	290	291	283	280	276	280	283	285	280	290
Furniture and House Furnishings	128	702	673	677	681	679	682	694	708	708	720	726	735	737
General Merchandise	8	261	228	229	239	244	248	249	259	269	278	301	285	302
Groceries (full line)	11	1,251	1,236	1,231	1,255	1,252	1,252	1,250	1,248	1,248	1,254	1,266	1,257	1,262
Groceries and Foods (specialty lines)	374	4,408	4,212	4,210	4,141	4,172	4,199	4,200	4,246	4,266	4,348	5,271	4,994	4,642
Hardware	42	964	905	905	915	920	929	943	964	979	990	1,032	1,045	1,044
Jewelry and Optical Goods	68	543	521	521	521	530	531	535	534	541	546	566	583	584
Lumber and Construction Materials	56	1,214	1,448	1,325	1,320	1,246	1,246	1,142	1,129	1,142	1,155	1,144	1,149	1,127
Machinery, Equipment and Supplies	226	4,089	3,838	3,869	3,889	4,006	4,016	4,153	4,142	4,154	4,179	4,284	4,258	4,283
Metals and Metal Work (except scrap)	19	674	627	629	638	661	687	680	690	685	699	708	687	695
Paper and its Products	56	999	967	955	957	969	976	977	989	1,020	1,042	1,057	1,039	1,045
Petroleum and its Products	21	1,384	1,386	1,390	1,391	1,397	1,396	1,390	1,399	1,383	1,376	1,365	1,373	1,367
Plumbing and Heating Eqpt. and Spls.	28	638	588	585	578	600	615	639	652	655	677	685	689	696
Tobacco and its Products (except leaf)	16	231	228	219	219	222	225	230	233	236	242	240	242	239
Waste Materials	40	511	519	526	536	529	520	520	486	488	501	518	503	485
All Other Products	227	1,112	1,073	1,096	1,102	1,100	1,085	1,072	1,098	1,090	1,105	1,138	1,177	1,203

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* Includes no employees of commission bulk tank stations. See text.

CITY OF MILWAUKEE, WISCONSIN

TABLE 2 - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	548	12,646	12,294	12,364	12,409	12,499	12,557	12,621	12,677	12,642	12,811	12,956	12,964	12,957
Amusement and Sporting Goods	5	284	282	284	282	280	281	283	288	286	284	284	286	288
Automotive	10	771	738	762	748	767	770	771	763	778	770	800	791	799
Beer, Wines and Liquors	21	512	463	461	464	470	479	486	511	509	522	567	600	612
Chemicals and Paints	10	280	257	268	276	271	272	282	289	287	298	286	289	285
Clothing and Furnishings	19	555	543	545	548	557	559	557	546	554	561	570	565	560
Coal and Coke	2	948	992	996	968	916	911	945	956	897	951	933	947	959
Drugs (full line)	--	230	232	229	228	227	229	228	231	228	232	235	233	232
Drugs and Drug Sundries (specialty lines)	6	69	68	68	69	69	68	67	67	71	71	71	71	71
Dry Goods (full line)	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Dry Goods (specialty lines)	6	78	79	78	78	77	78	77	77	77	77	79	80	80
Electrical Goods	11	602	583	596	615	608	603	601	600	608	604	596	605	605
Farm Products - raw materials	19	334	339	334	328	323	330	327	331	333	348	341	335	339
Farm Products - consumer goods	65	763	719	729	733	764	781	779	780	782	784	763	775	763
Farm Supplies	2	85	84	84	90	97	87	83	81	81	82	87	86	83
Furniture and House Furnishings	8	116	108	111	112	116	120	119	118	114	120	123	116	113
General Merchandise	--	11	11	11	11	11	11	11	11	11	12	12	12	12
Groceries (full line)	1	648	645	647	649	648	647	645	647	646	650	650	649	653
Groceries and Foods (specialty lines)	112	1,243	1,217	1,218	1,237	1,241	1,237	1,232	1,240	1,232	1,251	1,274	1,273	1,262
Hardware	6	448	433	431	431	439	443	447	452	451	458	470	463	458
Jewelry and Optical Goods	6	132	131	131	129	129	129	125	126	134	135	135	137	138
Lumber and Construction Materials	15	190	187	188	189	187	195	195	191	192	189	192	190	188
Machinery, Equipment and Supplies	79	1,492	1,430	1,443	1,468	1,488	1,493	1,500	1,509	1,491	1,499	1,539	1,528	1,521
Metals and Metal Work (except scrap)	10	776	768	768	766	766	769	772	775	774	784	782	795	798
Paper and its Products	9	292	282	280	284	288	290	291	298	299	297	299	295	298
Petroleum and its Products	4	589	572	568	566	578	589	595	585	591	592	616	607	604
Plumbing and Heating Eqpt. and Spls.	14	435	411	407	406	418	417	423	433	445	462	467	462	464
Tobacco and its Products (except leaf)	17	131	126	128	130	128	128	130	133	133	133	133	133	133
Waste Materials	49	369	340	345	347	369	375	384	373	372	378	382	381	378
All Other Products	42	263	254	254	257	267	266	266	266	266	267	270	260	261

CITY OF NEW YORK, NEW YORK

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS *

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	13,749	199,318	194,876	195,671	196,756	197,168	197,169	197,628	198,287	200,216	200,901	203,930	204,268	204,946
Amusement and Sporting Goods	260	4,211	4,087	4,084	4,099	4,128	4,151	4,151	4,164	4,211	4,289	4,333	4,368	4,462
Automotive	166	5,715	5,846	5,753	5,764	5,816	5,764	5,747	5,630	5,603	5,565	5,670	5,729	5,688
Beer, Wines and Liquors	82	5,536	5,150	5,306	5,290	5,370	5,391	5,443	5,507	5,561	5,602	5,851	5,954	6,002
Chemicals and Paints	170	6,646	6,458	6,517	6,582	6,635	6,673	6,693	6,632	6,701	6,712	6,747	6,713	6,684
Clothing and Furnishings	2,059	18,777	18,225	18,344	18,462	18,591	18,510	18,500	18,537	19,816	19,081	19,210	19,051	19,002
Coal and Coke	19	1,741	1,781	1,798	1,773	1,721	1,707	1,662	1,639	1,647	1,661	1,827	1,805	1,868
Drugs (full line)	3	626	611	613	613	607	609	612	608	611	604	636	693	695
Drugs and Drug Sundries (specialty lines)	242	7,159	7,001	6,990	7,061	7,133	7,148	7,122	7,100	7,124	7,215	7,310	7,339	7,360
Dry Goods (full line)	29	982	986	1,001	996	983	983	978	962	963	970	1,006	1,001	956
Dry Goods (specialty lines)	2,123	28,404	27,911	28,142	28,299	28,286	28,132	28,043	28,204	28,470	28,708	29,034	28,796	28,828
Electrical Goods	268	6,262	6,137	6,163	6,142	6,178	6,215	6,240	6,287	6,370	6,362	6,381	6,371	6,303
Farm Products - raw materials	686	3,674	3,797	3,842	3,844	3,606	3,367	3,555	3,735	3,741	3,747	3,500	3,585	3,769
Farm Products - consumer goods	1,225	12,076	11,543	11,610	11,874	12,079	12,080	12,159	12,270	12,188	12,204	12,314	12,293	12,303
Farm Supplies	28	387	383	387	393	408	396	388	369	374	378	391	390	385
Furniture and House Furnishings	680	6,601	6,393	6,414	6,431	6,450	6,476	6,466	6,496	6,625	6,753	6,918	6,886	6,899
General Merchandise	46	1,962	1,891	1,837	1,875	1,933	1,912	1,963	2,109	1,993	1,987	1,985	2,042	2,020
Groceries (full line)	60	4,204	4,234	4,213	4,210	4,188	4,199	4,165	4,139	4,129	4,204	4,242	4,268	4,253
Groceries and Foods (specialty lines)	1,277	18,132	17,635	17,624	17,783	17,840	17,933	18,074	18,147	18,115	18,295	18,707	18,716	18,720
Hardware	165	2,844	2,806	2,818	2,830	2,820	2,836	2,829	2,839	2,845	2,861	2,882	2,880	2,877
Jewelry and Optical Goods	800	4,316	4,170	4,168	4,171	4,159	4,180	4,203	4,206	4,250	4,372	4,571	4,589	4,758
Lumber and Construction Materials	136	4,723	4,474	4,532	4,570	4,665	4,768	4,758	4,699	4,744	4,843	4,918	4,926	4,784
Machinery, Equipment and Supplies	870	18,869	18,461	18,544	18,765	18,502	18,559	18,549	18,623	18,806	18,858	19,200	19,571	19,985
Metals and Metal Work (except scrap)	112	4,130	3,923	3,973	3,997	4,033	4,114	4,144	4,220	4,213	4,207	4,234	4,257	4,247
Paper and its Products	480	7,172	7,116	7,140	7,141	7,143	7,139	7,165	7,161	7,108	7,163	7,262	7,246	7,285
Petroleum and its Products	31	3,762	3,876	3,923	3,801	3,766	3,769	3,766	3,745	3,690	3,654	3,697	3,709	3,751
Plumbing and Heating Eqpt. and Spls.	138	3,493	3,386	3,385	3,407	3,428	3,446	3,469	3,482	3,499	3,572	3,633	3,626	3,578
Tobacco and its Products (except leaf)	144	3,650	3,623	3,607	3,619	3,616	3,615	3,634	3,651	3,665	3,675	3,692	3,695	3,708
Waste Materials	542	3,218	3,122	3,066	3,082	3,131	3,136	3,207	3,239	3,194	3,213	3,424	3,413	3,389
All Other Products	908	10,046	9,850	9,877	9,882	9,953	9,961	9,943	9,887	9,960	10,146	10,355	10,356	10,387

* Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CITY OF PHILADELPHIA, PENNSYLVANIA

TABLE 2 - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	2,733	37,347	37,271	37,273	37,360	37,492	37,084	37,091	37,012	37,064	37,360	37,725	37,595	37,832
Amusement and Sporting Goods	38	841	836	831	832	838	840	842	838	844	840	845	848	857
Automotive	57	2,010	1,955	1,969	1,975	1,996	2,002	1,999	2,017	2,079	2,044	2,039	2,025	2,025
Beer, Wines and Liquors	81	650	618	611	609	621	628	647	659	655	661	682	692	722
Chemicals and Paints	29	1,058	1,055	1,053	1,052	1,053	1,059	1,060	1,060	1,063	1,058	1,059	1,060	1,059
Clothing and Furnishings	213	1,378	1,345	1,340	1,362	1,371	1,357	1,339	1,308	1,335	1,412	1,448	1,448	1,476
Coal and Coke	27	723	742	745	733	714	706	716	698	697	707	734	737	752
Drugs (full line)	--	474	467	466	464	466	464	466	477	479	475	491	485	488
Drugs and Drug Sundries (specialty lines)	31	392	375	379	379	383	392	393	398	395	400	414	400	401
Dry Goods (full line)	6	256	255	261	260	257	257	259	254	260	262	264	219	268
Dry Goods (specialty lines)	101	879	873	876	877	882	889	881	877	877	879	882	880	880
Electrical Goods	60	2,580	3,022	3,016	2,982	2,967	2,421	2,431	2,337	2,305	2,327	2,377	2,384	2,396
Farm Products - raw materials	81	465	453	455	452	460	466	456	470	471	482	478	469	465
Farm Products - consumer goods	479	2,841	2,839	2,844	2,824	2,840	2,834	2,863	2,872	2,846	2,819	2,836	2,828	2,842
Farm Supplies	10	122	125	128	127	123	121	118	116	117	120	119	119	129
Furniture and House Furnishings	97	941	928	928	933	932	938	924	925	935	952	969	970	953
General Merchandise	6	63	62	62	62	62	62	62	62	62	62	62	63	72
Groceries (full line)	36	960	954	958	950	952	953	949	948	948	964	979	982	978
Groceries and Foods (specialty lines)	319	4,574	4,540	4,565	4,585	4,580	4,587	4,561	4,525	4,506	4,564	4,622	4,613	4,635
Hardware	24	488	490	489	492	492	489	484	480	485	485	493	491	491
Jewelry and Optical Goods	58	541	519	536	537	537	538	538	539	540	542	544	548	570
Lumber and Construction Materials	77	1,614	1,554	1,547	1,597	1,589	1,625	1,575	1,588	1,614	1,662	1,653	1,694	1,665
Machinery, Equipment and Supplies	258	4,660	4,478	4,516	4,603	4,685	4,693	4,739	4,728	4,676	4,693	4,733	4,676	4,705
Metals and Metal Work (except scrap)	40	1,103	1,075	1,073	1,076	1,085	1,095	1,105	1,101	1,117	1,118	1,137	1,130	1,119
Paper and its Products	77	1,475	1,475	1,457	1,453	1,463	1,460	1,463	1,468	1,469	1,487	1,499	1,498	1,508
Petroleum and its Products	9	1,977	2,136	2,062	1,988	1,956	1,982	1,953	1,949	1,936	1,942	1,924	1,928	1,973
Plumbing and Heating Eqpt and Spls.	69	1,118	1,045	1,034	1,067	1,076	1,098	1,118	1,135	1,145	1,174	1,191	1,168	1,160
Tobacco and its Products (except leaf)	71	617	587	595	584	603	612	609	622	632	635	638	639	643
Waste Materials	191	929	890	893	905	919	931	945	934	931	936	962	955	949
All Other Products	188	1,618	1,578	1,584	1,600	1,590	1,585	1,596	1,627	1,645	1,658	1,651	1,646	1,651

CITY OF PITTSBURGH, PENNSYLVANIA

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	904	15,989	15,642	15,689	15,747	15,911	15,968	16,047	16,152	16,142	16,066	16,177	16,122	16,205
Amusement and Sporting Goods	14	418	410	412	410	417	419	418	421	423	422	422	420	422
Automotive	22	1,413	1,392	1,387	1,407	1,414	1,426	1,421	1,462	1,444	1,393	1,414	1,392	1,404
Beer, Wines and Liquors	96	215	205	201	205	207	209	219	226	226	226	219	215	217
Chemicals and Paints	7	278	274	273	274	279	284	284	279	279	278	277	279	278
Clothing and Furnishings	88	401	390	391	390	392	397	401	403	405	406	412	410	410
Coal and Coke	--	157	157	156	158	156	152	152	153	153	155	160	162	165
Drugs (full line)	--	198	198	198	198	198	198	198	198	198	198	198	198	198
Drugs and Drug Sundries (specialty lines)	4	81	79	81	82	75	77	81	81	81	82	81	83	84
Dry Goods (full line)	2	226	226	226	226	226	226	226	226	226	226	226	226	226
Dry Goods (specialty lines)	23	69	69	69	69	69	69	69	68	68	68	71	71	69
Electrical Goods	30	927	893	901	904	920	932	950	947	946	931	928	933	934
Farm Products - raw materials	21	172	173	173	172	172	173	174	172	172	173	170	169	169
Farm Products - consumer goods	177	1,270	1,268	1,267	1,257	1,272	1,269	1,266	1,280	1,286	1,247	1,281	1,265	1,284
Farm Supplies	3	28	26	26	29	29	27	26	29	28	28	28	28	28
Furniture and House Furnishings	24	244	237	237	240	248	247	247	244	249	246	252	243	243
General Merchandise	2	2	2	2	2	2	2	2	2	2	2	2	2	2
Groceries (full line)	11	526	511	515	516	514	513	511	514	529	538	555	545	546
Groceries and Foods (specialty lines)	103	2,121	2,137	2,135	2,114	2,105	2,110	2,126	2,121	2,108	2,100	2,112	2,105	2,184
Hardware	3	576	567	569	568	569	567	569	575	574	580	597	596	585
Jewelry and Optical Goods	22	224	219	220	221	224	224	224	224	225	226	228	230	228
Lumber and Construction Materials	23	921	890	875	884	931	942	962	959	944	944	910	915	901
Machinery, Equipment and Supplies	107	2,218	2,111	2,137	2,164	2,217	2,220	2,237	2,269	2,253	2,251	2,247	2,255	2,260
Metals and Metal Work (except scrap)	13	844	803	825	822	830	833	840	847	852	862	876	868	875
Paper and its Products	12	431	420	421	431	441	438	433	431	430	428	431	436	436
Petroleum and its Products	9	583	583	580	588	589	582	578	579	582	576	596	585	581
Plumbing and Heating Eqpt. and Spls.	15	572	554	552	553	550	553	555	567	578	587	607	609	594
Tobacco and its Products (except leaf)	17	183	159	163	165	166	175	174	188	193	199	203	202	214
Waste Materials	22	261	253	256	253	259	264	265	266	267	262	261	263	258
All Other Products	34	430	436	441	445	440	440	439	421	421	432	413	417	410

CITY OF ST. LOUIS, MISSOURI

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month											
			January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	1,055	29,910	29,553	29,740	29,745	29,637	29,549	29,651	29,709	29,855	30,124	30,571	30,495	30,291
Amusement and Sporting Goods	7	396	381	389	388	396	397	394	397	400	394	400	408	408
Automotive	64	1,499	1,394	1,402	1,403	1,446	1,431	1,441	1,461	1,492	1,574	1,599	1,689	1,651
Beer, Wines and Liquors	5	386	370	367	362	366	371	381	390	403	407	413	401	401
Chemicals and Paints	16	487	486	485	487	490	489	488	492	494	482	483	484	484
Clothing and Furnishings	94	4,100	4,061	4,135	4,162	4,142	4,065	4,038	4,073	4,104	4,153	4,145	4,095	4,022
Coal and Coke	12	287	299	296	296	282	269	270	261	281	294	301	295	300
Drugs (full line)	--	664	667	667	670	660	659	659	664	663	660	663	666	668
Drugs and Drug Sundries (specialty lines)	15	316	318	300	305	308	314	318	319	322	321	329	319	314
Dry Goods (full line)	4	1,993	1,981	2,038	2,020	1,970	1,954	1,976	1,957	1,988	2,011	2,027	2,048	1,945
Dry Goods (specialty lines)	59	352	359	359	358	357	352	341	342	348	349	359	350	345
Electrical Goods	36	1,081	1,058	1,058	1,073	1,098	1,110	1,111	1,099	1,087	1,056	1,076	1,061	1,080
Farm Products - raw materials	28	569	774	730	587	499	496	499	505	495	493	564	545	636
Farm Products - consumer goods	149	1,626	1,586	1,614	1,617	1,628	1,628	1,634	1,630	1,615	1,610	1,640	1,656	1,656
Farm Supplies	5	159	168	168	170	161	152	151	151	156	155	160	160	159
Furniture and House Furnishings	18	382	374	378	382	377	378	378	381	384	388	388	387	390
General Merchandise	2	682	706	696	667	651	650	636	644	674	722	738	736	664
Groceries (full line)	10	750	748	749	748	736	732	742	755	751	762	763	760	749
Groceries and Foods (specialty lines)	142	2,957	2,947	2,957	2,956	2,947	2,927	2,942	2,934	2,934	2,946	3,023	2,986	2,990
Hardware	11	1,933	1,885	1,898	1,903	1,933	1,952	1,933	1,957	1,951	1,972	1,955	1,947	1,915
Jewelry and Optical Goods	7	230	229	225	225	227	227	225	225	226	228	235	239	244
Lumber and Construction Materials	34	1,000	964	972	1,005	995	1,011	1,000	986	1,000	1,012	1,016	1,015	1,029
Machinery, Equipment and Supplies	115	2,779	2,655	2,694	2,727	2,757	2,778	2,857	2,800	2,812	2,803	2,850	2,795	2,825
Metals and Metal Work (except scrap)	9	724	633	632	665	681	706	734	736	742	771	777	839	777
Paper and its Products	26	916	910	910	912	914	913	918	918	916	916	920	921	929
Petroleum and its Products	11	625	626	631	633	625	616	617	622	619	619	632	628	637
Plumbing and Heating Eqpt and Spls.	15	483	469	467	468	465	472	469	479	483	500	518	512	499
Tobacco and its Products (except leaf)	44	723	716	715	719	721	720	720	729	725	727	725	726	728
Waste Materials	46	657	640	651	653	650	629	644	654	651	657	695	679	678
All Other Products	71	1,154	1,149	1,157	1,184	1,155	1,151	1,135	1,148	1,139	1,142	1,177	1,148	1,168

* Includes no employees of commission bulk tank stations. See text.

CITY OF SAN FRANCISCO, CALIFORNIA

TABLE 2. - MONTHLY EMPLOYMENT BY KINDS OF BUSINESS*

Kind of Business	Active proprietors and firm members	Employees (full-time and part-time). Average for year	Number Of Employees On Pay Roll Nearest The 15th Of Each Month: January	February	March	April	May	June	July	August	September	October	November	December
TOTAL	2,307	29,363	28,554	28,645	28,832	28,922	28,934	29,182	29,316	29,578	29,652	30,373	30,225	30,146
Amusement and Sporting Goods	39	656	638	629	646	649	646	644	646	651	658	679	681	700
Automotive	76	1,703	1,592	1,641	1,649	1,668	1,691	1,710	1,747	1,741	1,746	1,741	1,757	1,751
Beer, Wines and Liquors	87	1,155	1,071	1,065	1,068	1,101	1,130	1,175	1,172	1,173	1,190	1,231	1,237	1,242
Chemicals and Paints	39	840	804	802	811	822	824	826	835	865	867	877	871	871
Clothing and Furnishings	170	1,071	1,028	1,030	1,038	1,040	1,046	1,050	1,073	1,091	1,095	1,187	1,094	1,085
Coal and Coke	7	73	89	69	68	64	59	62	61	66	75	84	97	82
Drugs (full line)	--	474	452	452	459	465	464	465	465	467	470	537	496	501
Drugs and Drug Sundries (specialty lines)	38	515	488	494	503	503	503	514	520	528	528	527	532	535
Dry Goods (full line)	1	282	274	282	279	279	277	289	284	285	274	283	297	281
Dry Goods (specialty lines)	92	557	546	548	552	556	552	551	555	565	568	560	562	564
Electrical Goods	65	1,342	1,287	1,301	1,320	1,315	1,317	1,333	1,344	1,346	1,350	1,387	1,389	1,414
Farm Products - raw materials	51	341	320	329	338	348	350	360	346	357	339	337	339	334
Farm Products - consumer goods	234	2,853	2,856	2,856	2,798	2,819	2,860	2,834	2,828	2,835	2,850	2,883	2,913	2,908
Farm Supplies	18	451	415	417	406	384	412	472	517	511	431	495	500	449
Furniture and House Furnishings	85	681	664	663	669	669	675	678	686	684	691	696	697	705
General Merchandise	8	563	582	575	572	554	547	541	528	548	569	577	599	562
Groceries (full line)	40	707	677	684	702	688	687	691	699	701	740	737	756	727
Groceries and Foods (specialty lines)	449	4,690	4,598	4,636	4,710	4,722	4,632	4,667	4,609	4,692	4,696	4,797	4,764	4,762
Hardware	41	941	951	946	931	935	940	945	940	941	941	943	942	941
Jewelry and Optical Goods	71	566	552	555	552	561	561	563	572	565	570	577	579	582
Lumber and Construction Materials	53	816	810	792	798	802	800	813	818	820	830	851	834	826
Machinery, Equipment and Supplies	186	3,296	3,175	3,203	3,238	3,255	3,270	3,301	3,314	3,337	3,339	3,394	3,363	3,358
Metals and Metal Work (except scrap)	22	885	822	831	868	887	866	862	899	906	914	982	901	887
Paper and its Products	34	1,031	1,034	1,022	1,016	1,026	1,020	1,016	1,031	1,042	1,039	1,036	1,037	1,048
Petroleum and its Products	9	698	697	693	697	694	695	695	697	699	697	707	702	708
Plumbing and Heating Eqpt. and Spls.	41	532	522	515	511	514	514	513	526	540	544	562	564	562
Tobacco and its Products (except leaf)	17	485	463	465	469	474	474	478	490	494	498	504	508	508
Waste Materials	47	284	259	268	278	281	282	286	289	291	296	296	291	287
All Other Products	287	875	888	882	886	847	840	848	825	837	847	906	923	966

* Includes no employees of commission bulk tank stations. See text.

WHOLESALE DISTRIBUTION: 1935

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SECTION THREE

TABLES 3A AND 3B.--EMPLOYMENT AND PAY ROLL FOR ONE WEEK

The tables which follow present data on employment and pay roll of wholesale establishments for one week of 1935. In general, the figures are for the period ending October 26. For highly seasonal businesses, however, figures for one week of normal employment during the active season are included. Establishments having no paid employees, and a few for which no representative week could be determined, are excluded from the tabulations.

In Table 3A, the number of employees and pay roll, full-time and part-time separately, are given for selected types of operation. In addition, the number of establishments and the number of full-time employees and their pay roll are given separately for those establishments which could and those which could not supply information by occupational groups. In Table 3B, the information is given for those establishments which reported employment and pay roll for one week by occupational groups. In this part of the table the number of full-time executives, and the number and pay roll of full-time office and clerical, inside selling, outside selling, warehouse and other employees are shown separately.

The information in both tables is presented in summary for the United States, for States, and for 13 cities having a population of over 500,000. For the country as a whole, the data are shown for full-service and limited-function wholesalers, manufacturers' sales branches (with stocks), manufacturers' sales offices (without stocks), agents and brokers and bulk tank stations, each type by 29 kind-of-business groups. For States and cities, they are shown separately for full-service and limited-function wholesalers, manufacturers' sales branches (with stocks), manufacturers' sales offices (without stocks) and agents and brokers, but without reference to kinds of business.

Both tables are limited to selected types of operation. No information is given for assemblers and country buyers, and bulk tank stations are shown in summary for the United States only. The employees of assemblers do not lend themselves readily to this type of classification, as a large portion of them are employed only a short period of the year, usually not more than three months, and perform a variety of activities without much specialization. Because they work only during the active season, they are often thought of as part-time employees even though they may work 40 hours or more per week. In the case of bulk tank stations, a number of national marketers were able to supply the desired information in summary only and not on a State or city basis. Hence, the figures are shown only in summary for the United States.

Pay roll for executives is omitted from the table. While it is possible to obtain figures, it is thought that they do not furnish a reliable basis for determining an average weekly wage.

In Table 3B, pay roll is given by occupational groups when the total number of employees to be analyzed exceeds 300. This number provides a fairly reliable base for determining weekly wages of the various occupational groups and permits some information to be shown for each of the States.

Tables 3A and 3B are related. Table 3B presents detailed information for a section of Table 3A. The items which appear in the stub, therefore, are exactly the same.

The tables are presented for the various areas as follows:

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 3-A.--ANALYSIS OF WEEKLY EMPLOYMENT AND PAY ROLL

(Figures are for week ending October 26, 1935, except where such period was not representative. In such cases one week of representative employment is given. Establishments which reported irregular employment for occasional months and those having no paid employees are not included.)

TYPE OF OPERATION KIND OF BUSINESS	Total, all establishments					Establishments analyzed in Table 3-B			Establishments not analyzed in Table 3-B		
	Number of establishments	Full-time employees		Part-time employees		Number of establishments	Full-time employees		Number of establishments	Full-time employees	
		Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	79,510	749,829	$22,931,383	56,478	$630,505	74,427	678,064	$20,830,615	5,083	71,765	$2,100,768
Amusement and sporting goods	974	7,044	227,358	600	7,826	939	6,808	219,117	35	236	8,241
Automotive	5,368	49,822	1,496,180	1,530	20,490	5,096	46,601	1,395,997	272	3,221	100,183
Beer, wines and liquors	4,963	31,947	919,940	2,546	29,553	4,663	29,350	855,202	300	2,597	64,738
Chemicals and paints	1,316	10,564	390,856	493	7,086	1,190	9,316	343,663	126	1,248	47,193
Clothing and furnishings	3,430	24,791	859,279	1,115	14,906	3,207	21,637	750,657	223	3,154	108,622
Coal and coke	733	8,657	321,882	924	13,211	687	7,908	297,007	46	749	24,875
Drugs (full line)	295	15,245	444,159	151	2,000	270	13,616	402,805	25	1,629	41,354
Drugs and drug sundries (specialty lines)	1,076	7,925	252,378	523	5,774	952	6,194	202,676	124	1,731	49,702
Dry goods (full line)	302	14,613	437,397	146	1,957	276	13,545	407,055	26	1,068	30,342
Dry goods (specialty lines)	2,825	22,803	836,666	841	13,240	2,670	20,648	762,101	155	2,155	74,565
Electrical goods	2,331	30,304	1,050,708	897	13,581	2,271	29,477	1,026,612	60	827	24,096
Farm products - raw materials	2,040	18,575	623,648	9,699	81,785	1,899	16,987	571,893	141	1,588	51,755
Farm products - consumer goods	9,863	75,095	2,105,015	7,477	78,978	9,383	67,742	1,918,293	480	7,353	186,722
Farm supplies	1,352	12,487	325,462	1,988	24,049	1,152	10,634	280,671	200	1,853	44,791
Furniture and house furnishings	1,668	13,867	455,022	760	10,063	1,536	11,689	387,710	132	2,178	67,312
General merchandise	209	9,558	271,757	301	4,314	200	9,299	267,140	9	259	4,617
Groceries (full line)	3,817	67,380	1,929,663	1,603	16,953	3,526	62,713	1,809,737	291	4,667	119,926
Groceries and foods (specialty lines)	10,227	79,480	2,184,531	8,432	73,394	9,608	71,417	1,975,236	619	8,063	209,295
Hardware	1,081	30,792	920,184	534	6,918	1,016	26,894	792,881	65	3,898	127,303
Jewelry and optical goods	1,487	11,294	368,191	345	5,103	1,343	8,974	292,304	144	2,320	75,887
Lumber and construction materials	2,649	25,989	840,640	2,725	45,350	2,329	22,587	740,679	320	3,402	99,961
Machinery, equipment and supplies	6,705	56,580	1,887,628	2,928	42,037	6,289	51,849	1,738,016	416	4,731	149,612
Metals and metal work (except scrap)	780	10,652	377,259	527	8,670	698	9,295	322,308	82	1,357	54,951
Paper and its products	2,313	25,376	865,811	959	12,731	2,178	23,015	785,362	135	2,361	80,449
Petroleum and its products	561	4,444	156,970	231	2,806	520	3,712	130,622	41	732	26,348
Plumbing and heating eqpt. and spls.	1,688	16,779	532,083	1,036	13,102	1,607	15,619	493,927	81	1,160	38,156
Tobacco and its products (except leaf)	1,922	14,564	508,995	570	5,564	1,845	13,753	485,557	77	811	23,438
Waste materials	3,920	28,069	591,262	3,843	38,074	3,774	25,975	545,106	146	2,094	46,156
All other	3,615	25,133	750,459	2,754	30,990	3,303	20,810	630,281	312	4,323	120,178
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	11,608	213,037	8,011,250	5,708	80,980	10,375	188,577	7,074,517	1,233	24,460	936,733
Amusement and sporting goods	241	5,590	188,215	42	683	241	5,590	188,215	--	--	--
Automotive	895	23,863	908,375	415	6,975	819	21,770	823,560	76	2,093	84,815
Beer, wines and liquors	373	5,708	236,520	157	1,758	358	5,149	210,369	15	559	26,151
Chemicals and paints	560	11,115	497,958	382	6,169	536	10,616	465,052	24	499	32,906
Clothing and furnishings	342	9,256	388,140	145	2,652	321	8,593	366,053	21	663	22,087
Coal and coke	10	354	13,569	9	94	6	53	2,131	4	301	11,438
Drugs and drug sundries	266	7,074	267,419	44	426	220	6,629	248,882	46	445	18,537
Dry goods	207	4,630	198,833	54	1,227	195	4,089	178,002	12	541	20,831
Electrical goods	428	7,813	344,771	169	2,102	407	7,522	333,175	21	291	11,596
Farm products - consumer goods	327	4,441	141,980	152	2,162	308	3,880	124,196	19	561	17,784
Farm supplies	74	940	35,836	75	1,725	64	730	27,273	10	210	8,563
Furniture and house furnishings	244	2,465	96,594	98	1,167	221	2,177	86,366	23	288	10,228
Groceries and foods (specialty lines)	3,102	50,694	1,719,669	1,524	16,805	2,834	46,659	1,563,750	268	4,035	155,919
Hardware	62	716	28,277	12	231	49	522	19,448	13	194	8,829
Jewelry and optical goods	248	3,123	101,751	48	245	186	1,653	57,300	62	1,470	44,451
Lumber and construction materials	260	5,235	203,709	624	8,698	217	4,252	166,333	43	983	37,376
Machinery, equipment and supplies	2,640	43,559	1,646,303	922	17,308	2,213	36,352	1,372,064	427	7,207	274,239
Metals and metal work (except scrap)	271	7,428	267,675	139	1,381	253	6,621	244,441	18	807	23,234
Paper and its products	205	4,477	179,520	39	442	173	3,212	126,151	32	1,265	53,369
Petroleum and its products	56	831	36,130	10	122	53	808	35,474	3	23	656
Plumbing and heating eqpt. and spls.	367	6,033	193,342	512	6,561	318	5,328	174,674	49	705	18,668
Tobacco and its products (except leaf)	65	3,433	138,504	1	18	51	3,046	120,364	14	387	18,140
All other	365	4,259	178,160	135	2,029	332	3,326	141,244	33	933	36,916
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	4,168	43,164	2,059,944	692	16,154	3,541	34,328	1,677,876	627	8,836	382,068
Amusement and sporting goods	139	5,665	198,986	6	37	108	4,656	173,598	31	1,009	25,388
Automotive	36	706	34,916	2	26	28	653	30,850	8	53	4,066
Beer, wines and liquors	37	1,008	51,990	--	--	35	797	45,551	2	211	6,439
Chemicals and paints	209	2,537	138,452	36	1,126	190	2,357	130,025	19	180	8,427
Clothing and furnishings	204	1,286	73,213	14	860	185	1,092	60,638	19	194	12,575
Coal and coke	6	45	2,628	3	28	6	45	2,628	--	--	--
Drugs and drug sundries (specialty lines)	28	523	20,874	11	214	27	470	18,609	1	53	2,265
Dry goods (specialty lines)	129	1,674	88,991	14	226	122	1,565	80,263	7	109	8,728
Electrical goods	263	1,617	84,352	81	1,952	250	1,580	82,054	13	37	2,298
Farm products - consumer goods	5	58	2,093	--	--	4	56	2,043	1	2	50
Farm supplies	33	345	13,436	48	1,033	30	297	11,071	3	48	2,365
Furniture and house furnishings	113	602	32,034	10	186	98	511	29,193	15	91	2,841
Groceries and foods (specialty lines)	203	3,270	135,400	16	430	191	3,101	129,698	12	169	5,702
Hardware	31	223	11,047	--	--	26	191	10,135	5	32	912
Jewelry and optical goods	41	147	7,658	3	40	41	147	7,658	--	--	--
Lumber and construction materials	276	4,452	188,593	75	1,339	225	2,559	122,104	51	1,893	66,489
Machinery, equipment and supplies	1,160	6,596	342,535	177	4,122	981	5,383	283,612	179	1,213	58,923

(continued)

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

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TABLE 3-B.--NUMBER AND PAY ROLL OF FULL-TIME EMPLOYEES ANALYZED BY OCCUPATIONAL GROUPS

(Figures are for week ending October 26, 1935, except where such period was not representative. In such cases one week of representative employment is given. Establishments which reported irregular employment for occasional months and those having no paid employees are not included.)

TYPE OF OPERATION KIND OF BUSINESS	Establishments analyzed (see Table 3-A)			Number of executives**	Office and clerical employees (Full-time only)		Inside selling employees (Full-time only)		Outside selling employees (Full-time only)		Warehouse employees (Full-time only)		Other employees (Full-time only)	
	Number	Full-time employees	Full-time pay roll for week*		Number	Pay roll for week	Number	Pay roll for week	Number	Pay roll for week	Number	Pay roll for week	Number	Pay roll for week
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	74,427	678,064	$20,830,615	57,626	151,418	$3,735,262	59,898	$1,671,038	134,305	$5,172,984	133,139	$2,789,346	141,678	$2,927,415
Amusement and sporting goods	939	6,808	219,117	660	2,198	52,596	880	24,534	1,160	52,274	922	19,110	988	19,824
Automotive	5,096	46,601	1,395,997	3,625	8,945	219,174	8,263	214,620	8,464	302,124	4,435	99,355	12,869	300,606
Beer, wines and liquors	4,663	29,350	855,202	2,320	5,719	143,098	1,222	36,881	10,018	317,577	4,305	84,991	5,766	117,864
Chemicals and paints	1,190	9,316	343,663	1,182	2,499	64,459	964	25,794	1,999	84,749	1,340	30,314	1,332	35,456
Clothing and furnishings	3,207	21,637	750,657	2,567	5,057	111,093	2,979	87,290	5,253	212,500	3,091	63,817	2,690	64,942
Coal and coke	687	7,908	297,007	750	1,899	54,386	159	5,591	1,385	65,589	668	16,772	3,047	76,621
Drugs (full line)	270	13,616	402,805	659	3,900	95,525	790	21,110	1,877	91,522	5,198	104,706	1,192	25,705
Drugs and drug sundries (specialty lines)	952	6,194	202,676	710	1,753	41,256	339	7,434	1,538	60,933	972	18,701	882	17,344
Dry goods (full line)	276	13,545	407,055	528	3,142	81,346	2,602	69,808	3,016	122,102	2,141	41,646	2,116	43,173
Dry goods (specialty lines)	2,670	20,648	762,101	2,583	6,165	147,025	2,026	64,738	4,679	202,112	2,950	57,182	2,245	44,098
Electrical goods	2,271	29,477	1,026,612	2,566	9,192	232,880	2,827	84,104	5,924	281,176	4,303	95,927	4,665	118,776
Farm products - raw materials	1,899	16,987	571,893	1,741	4,216	123,633	678	23,119	1,147	56,078	4,718	104,624	4,487	75,131
Farm products - consumer goods	9,383	67,742	1,918,293	4,901	9,828	236,854	7,005	203,364	14,069	443,966	11,986	264,164	19,953	454,994
Farm supplies	1,152	10,634	280,671	827	2,403	58,623	713	17,421	1,185	44,167	3,245	56,382	2,261	40,387
Furniture and house furnishings	1,536	11,689	387,710	1,362	3,169	74,184	1,245	37,744	2,328	94,516	2,093	43,038	1,492	31,549
General merchandise	200	9,299	267,140	378	3,200	80,084	733	21,898	1,207	55,400	2,714	49,189	1,067	19,918
Groceries (full line)	3,526	62,713	1,809,737	3,608	13,233	333,778	3,768	100,103	13,312	527,899	20,901	418,814	7,891	149,694
Groceries and foods (specialty lines)	9,608	71,417	1,975,236	5,766	11,286	279,379	5,707	155,369	15,160	501,942	12,554	269,477	20,944	361,607
Hardware	1,016	26,894	792,881	1,752	7,512	172,191	3,672	92,469	5,238	207,878	6,685	135,105	2,035	43,305
Jewelry and optical goods	1,343	8,974	292,304	967	3,082	68,958	971	27,045	1,174	54,225	507	10,250	2,273	55,756
Lumber and construction materials	2,329	22,587	740,679	2,456	4,970	133,996	826	27,864	2,851	123,222	5,285	123,772	6,199	138,981
Machinery, equipment and supplies	6,289	51,849	1,738,016	5,606	13,435	327,452	4,627	132,814	11,306	457,799	6,898	152,201	9,977	233,084
Metals and metal work (except scrap)	698	9,295	322,308	857	2,299	63,963	315	10,869	1,252	58,678	2,872	65,299	1,700	35,638
Paper and its products	2,178	23,015	785,362	2,262	5,808	138,492	1,578	44,396	6,486	264,273	4,604	101,328	2,277	48,056
Petroleum and its products	520	3,712	130,622	439	861	23,535	145	4,460	995	35,787	683	16,687	589	14,429
Plumbing and heating eqpt. and spls.	1,607	15,619	493,927	1,727	4,434	108,759	1,242	36,081	2,818	105,039	3,404	78,724	1,994	46,574
Tobacco and its products (except leaf)	1,845	13,753	485,557	1,014	2,778	72,332	1,559	40,119	4,505	206,628	2,228	58,892	1,669	41,393
Waste materials	3,774	25,975	545,106	1,842	2,205	50,197	431	11,408	467	17,882	7,600	130,111	13,430	198,887
All other	3,303	20,810	630,281	1,971	6,230	146,014	1,632	42,591	3,492	124,947	3,837	78,768	3,648	73,623
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	10,375	188,577	7,074,517	4,179	54,516	1,581,996	8,169	345,850	62,618	3,064,076	31,120	783,290	27,975	769,582
Amusement and sporting goods	241	5,590	188,215	166	2,536	64,597	491	18,723	801	40,893	672	15,296	924	24,263
Automotive	819	21,770	823,560	599	6,958	211,345	578	25,251	5,870	325,802	4,870	129,326	2,895	77,083
Beer, wines and liquors	358	5,149	210,369	154	1,178	31,343	88	4,270	2,398	117,465	603	16,911	728	25,525
Chemicals and paints	536	10,616	465,052	363	3,889	121,144	434	15,591	3,433	212,737	1,603	40,200	894	27,798
Clothing and furnishings	321	8,593	366,053	403	3,099	76,466	338	12,398	2,431	173,539	1,941	45,573	381	9,271
Coal and coke	6	53	2,131	3	16	x	--	--	23	x	9	x	2	x
Drugs and drug sundries	220	6,629	248,882	173	2,195	61,752	215	8,750	2,631	125,541	922	20,517	493	8,980
Dry goods	195	4,089	178,002	221	1,842	49,778	223	9,947	915	53,574	512	11,832	376	9,766
Electrical goods	407	7,522	333,175	66	3,465	121,984	399	15,793	2,087	137,582	795	24,833	710	24,642
Farm products - consumer goods	308	3,880	124,196	87	667	17,108	124	5,100	1,325	49,303	208	5,687	1,469	40,042
Farm supplies	64	730	27,273	9	356	12,512	9	418	267	12,087	35	826	54	903
Furniture and house furnishings	221	2,177	86,366	79	743	21,244	115	5,036	630	36,341	493	11,703	117	2,919
Groceries and foods (specialty lines)	2,834	46,659	1,563,750	335	9,193	271,013	2,884	126,779	18,904	747,495	8,370	214,062	6,973	163,555
Hardware	49	522	19,448	17	177	5,441	8	452	127	5,876	143	3,622	50	1,328
Jewelry and optical goods	186	1,653	57,300	37	772	20,527	50	1,856	236	15,402	81	2,254	477	11,414
Lumber and construction materials	217	4,252	166,333	113	1,050	35,454	208	9,185	1,022	55,332	1,332	37,064	527	15,024
Machinery, equipment and supplies	2,213	36,352	1,372,064	657	9,045	251,782	1,125	48,880	12,366	617,172	3,376	80,818	9,783	295,671
Metals and metal work (except scrap)	253	6,621	244,441	118	2,086	61,125	305	13,320	1,241	78,999	2,522	59,774	349	10,694
Paper and its products	173	3,212	126,151	85	1,012	28,029	293	12,734	1,033	52,065	744	16,635	45	1,072
Petroleum and its products	53	808	35,474	45	256	8,131	4	273	256	12,741	121	3,706	126	4,338
Plumbing and heating eqpt. and spls.	318	5,328	174,674	206	1,915	51,046	158	5,673	1,441	62,166	1,246	28,352	362	9,715
Tobacco and its products (except leaf)	51	3,046	120,364	65	666	19,428	14	1,369	2,241	79,648	46	1,153	14	291
All other	332	3,326	141,244	178	1,400	x	106	x	940	x	476	x	226	x
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	3,541	34,328	1,677,876	1,232	13,843	436,423	1,905	83,811	14,754	875,677	--	--	2,594	94,450
Amusement and sporting goods	108	4,656	173,598	14	2,867	96,237	836	22,830	520	28,078	--	--	419	18,494
Automotive	28	653	30,850	30	234	9,689	14	1,142	217	12,538	--	--	158	3,999
Beer, wines and liquors	35	797	45,551	13	71	2,042	31	1,479	534	32,318	--	--	148	8,095
Chemicals and paints	190	2,357	130,025	95	932	29,574	59	4,840	1,018	68,145	--	--	253	10,289
Clothing and furnishings	185	1,092	60,638	138	399	10,484	90	4,958	399	25,242	--	--	66	1,496
Coal and coke	6	45	2,628	--	19	x	2	x	22	x	--	--	2	x
Drugs and drug sundries (specialty lines)	27	470	18,609	23	94	2,498	20	811	305	12,533	--	--	28	925
Dry goods (specialty lines)	122	1,565	80,263	65	852	24,787	63	4,660	469	35,245	--	--	116	3,345
Electrical goods	250	1,580	82,054	42	595	16,670	103	5,841	763	50,901	--	--	77	3,677
Farm products - consumer goods	4	56	2,043	2	31	x	1	x	22	x	--	--	--	--
Farm supplies	30	297	11,071	1	45	x	64	x	179	x	--	--	8	x
Furniture and house furnishings	98	511	29,193	29	203	5,731	23	930	248	17,897	--	--	8	143
Groceries and foods (specialty lines)	191	3,101	129,698	36	857	22,572	88	3,588	2,022	95,592	--	--	98	1,998
Hardware	26	191	10,135	13	84	x	2	x	83	x	--	--	9	x
Jewelry and optical goods	41	147	7,658	7	48	x	7	x	83	x	--	--	2	x
Lumber and construction materials	225	2,559	122,104	105	1,026	35,910	91	4,340	1,266	65,959	--	--	71	1,966
Machinery, equipment and supplies	981	5,383	283,612	253	1,406	42,200	132	7,504	2,826	176,698	--	--	766	24,931

(continued)

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* Including pay roll of executives and salaried corporation officers. ** Includes salaried corporation officers. (X) Fewer than 300 employees not analyzed by occupational groups. (See text)

UNITED STATES SUMMARY

TABLE 3-A.--ANALYSIS OF WEEKLY EMPLOYMENT AND PAY ROLL

(Figures are for week ending October 26, 1935, except where such period was not representative. In such cases one week of representative employment is given. Establishments which reported irregular employment for occasional months and those having no paid employees are not included.)

TYPE OF OPERATION KIND OF BUSINESS	Total, all establishments					Establishments analyzed in Table 3-B			Establishments not analyzed in Table 3-B		
	Number of establishments	Full-time employees		Part-time employees		Number of establishments	Full-time employees		Number of establishments	Full-time employees	
		Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS) (continued)											
Metals and metal work (except scrap)	473	5,677	$311,246	23	$518	365	3,887	$218,056	108	1,790	$93,190
Paper and its products	181	1,038	61,954	38	1,771	133	728	41,458	48	310	20,496
Petroleum and its products	25	946	44,791	1	18	24	939	44,596	1	7	195
Plumbing and heating eqpt. and spls.	178	653	29,061	42	542	165	580	26,339	13	73	2,722
Tobacco and its products (except leaf)	128	1,373	51,666	--	--	121	1,103	41,966	7	270	9,700
All other	270	2,723	134,028	92	1,686	186	1,631	85,731	84	1,092	48,297
BULK TANK STATIONS 1/											
Petroleum and its products	20,178	88,735	2,903,887	3,840	49,509	16,065	65,911	2,184,438	4,113	22,824	719,449
AGENTS AND BROKERS	13,784	69,723	2,637,524	13,084	140,181	13,190	61,378	2,362,458	594	8,345	275,066
Amusement and sporting goods	171	803	32,042	56	808	169	799	31,982	2	4	60
Automotive	328	961	33,888	116	1,450	320	944	33,330	8	17	558
Beer, wines and liquors	61	248	9,465	13	199	61	248	9,465	--	--	--
Chemicals and paints	309	1,009	50,762	154	1,626	296	949	47,289	13	60	3,473
Clothing and furnishings	756	3,809	157,106	142	1,977	719	3,307	133,741	37	502	23,365
Coal and coke	417	3,830	200,499	198	3,682	374	3,403	178,324	43	427	22,175
Drugs and drug sundries (specialty lines)	98	656	20,517	29	223	95	633	20,311	3	23	206
Dry goods (full line)	12	77	3,425	2	14	11	42	1,386	1	35	2,039
Dry goods (specialty lines)	586	5,809	293,406	163	2,250	538	4,957	249,322	48	852	44,084
Electrical goods	456	1,173	36,166	155	1,646	446	1,126	34,428	10	47	1,738
Farm products - raw materials	2,464	20,532	550,110	7,749	74,701	2,292	16,033	454,219	172	4,499	95,891
Farm products - consumer goods	1,320	7,641	287,377	1,427	16,895	1,259	7,051	268,891	61	590	18,486
Farm supplies	210	514	19,379	110	1,143	208	507	19,120	2	7	259
Furniture and house furnishings	304	1,113	45,702	132	1,753	291	1,023	41,209	13	90	4,493
General merchandise	66	626	26,471	38	480	60	560	24,036	6	66	2,435
Groceries (full line)	20	75	2,579	4	13	19	64	2,219	1	11	360
Groceries and foods (specialty lines)	1,800	6,927	288,094	421	4,861	1,739	6,471	268,782	61	456	19,312
Hardware	204	589	21,458	82	1,108	202	584	21,291	2	5	167
Jewelry and optical goods	46	115	4,107	4	44	45	111	4,011	1	4	96
Lumber and construction materials	604	2,124	84,309	258	4,413	588	2,057	81,624	16	67	2,685
Machinery, equipment and supplies	1,820	5,156	219,141	808	11,376	1,783	4,906	202,654	37	250	16,487
Metals and metal work (except scrap)	281	991	50,964	119	2,556	272	946	49,427	9	45	1,537
Paper and its products	167	497	20,686	67	651	162	438	18,122	5	59	2,564
Petroleum and its products	91	306	16,985	36	548	82	264	12,227	9	42	4,758
Plumbing and heating eqpt. and spls.	307	881	30,233	117	1,664	303	870	29,696	4	11	537
Tobacco and its products (except leaf)	5	14	569	--	--	5	14	569	--	--	--
Waste materials	96	309	17,341	15	176	95	306	17,104	1	3	237
All other	785	2,938	114,743	659	3,824	756	2,765	107,679	29	173	7,064

1/ Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 3-B.--NUMBER AND PAY ROLL OF FULL-TIME EMPLOYEES ANALYZED BY OCCUPATIONAL GROUPS

(Figures are for week ending October 26, 1935, except where such period was not representative. In such cases one week of representative employment is given. Establishments which reported irregular employment for occasional months and those having no paid employees are not included.)

TYPE OF OPERATION KIND OF BUSINESS	Establishments analyzed (see Table 3-A)			Number of executives**	Office and clerical employees (Full-time only)		Inside selling employees (Full-time only)		Outside selling employees (Full-time only)		Warehouse employees (Full-time only)		Other employees (Full-time only)	
	Number	Full-time employees	Full-time pay roll for week*		Number	Pay roll for week	Number	Pay roll for week	Number	Pay roll for week	Number	Pay roll for week	Number	Pay roll for week
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS) (continued)														
Metals and metal work (except scrap)	365	3,887	$218,056	120	2,053	$70,132	118	$7,975	1,463	$110,916	--	--	133	$5,191
Paper and its products	133	728	41,458	36	271	7,962	43	2,511	361	25,521	--	--	17	633
Petroleum and its products	24	939	44,596	74	665	22,663	64	4,322	60	3,567	--	--	76	4,064
Plumbing and heating eqpt. and spls.	165	580	26,339	33	180	4,598	7	365	298	16,258	--	--	62	2,020
Tobacco and its products (except leaf)	121	1,103	41,966	7	57	2,319	--	--	1,039	37,837	--	--	--	--
All other	186	1,631	85,731	96	854	23,955	47	3,189	557	39,736	--	--	77	2,595
BULK TANK STATIONS 1/														
Petroleum and its products	16,065	65,911	2,184,438	2,395	10,120	313,944	2,459	77,998	24,539	906,014	9,293	$258,522	17,105	481,116
AGENTS AND BROKERS	13,190	61,378	2,362,458	7,857	23,536	629,563	3,859	162,249	11,976	563,564	5,854	117,805	8,296	163,686
Amusement and sporting goods	169	799	31,982	94	412	11,937	35	1,676	195	9,860	24	562	39	595
Automotive	320	944	33,330	107	380	9,279	82	2,013	212	8,076	52	1,057	111	2,150
Beer, wines and liquors	61	248	9,465	33	84	x	27	x	84	x	7	x	13	x
Chemicals and paints	296	949	47,289	207	444	12,172	18	944	184	9,535	29	807	67	2,321
Clothing and furnishings	719	3,307	133,741	461	1,463	33,436	178	6,980	946	40,704	66	1,077	193	5,790
Coal and coke	374	3,403	178,324	421	1,631	52,291	137	7,593	950	54,752	120	3,457	144	4,642
Drugs and drug sundries (specialty lines)	95	633	20,311	50	223	5,221	1	35	212	8,065	67	1,224	80	1,131
Dry goods (full line)	11	42	1,386	4	21	x	4	x	11	x	--	--	2	x
Dry goods (specialty lines)	538	4,957	249,322	355	2,620	68,406	317	20,686	1,244	82,887	213	4,523	208	4,925
Electrical goods	446	1,126	34,428	189	477	9,475	31	912	299	9,500	57	1,061	73	1,752
Farm products - raw materials	2,292	16,033	454,219	1,230	3,855	116,365	707	26,216	2,096	78,835	3,487	63,576	4,658	73,554
Farm products - consumer goods	1,259	7,051	268,891	989	2,081	60,780	1,277	51,816	406	17,570	1,030	26,282	1,268	33,678
Farm supplies	208	507	19,120	105	232	5,729	32	1,300	60	2,060	15	221	63	1,008
Furniture and house furnishings	291	1,023	41,209	136	394	9,040	114	3,727	266	14,479	51	1,115	62	1,269
General merchandise	60	560	24,036	80	370	11,356	63	3,067	17	780	22	447	8	190
Groceries (full line)	19	64	2,219	9	36	x	1	x	12	x	4	x	2	x
Groceries and foods (specialty lines)	1,739	6,471	268,782	1,068	3,145	79,946	226	10,863	1,579	72,709	213	3,888	240	5,026
Hardware	202	584	21,291	58	318	8,445	11	284	152	6,678	29	569	16	315
Jewelry and optical goods	45	111	4,011	12	57	x	3	x	36	x	--	--	3	x
Lumber and construction materials	588	2,057	81,624	435	912	22,871	56	2,621	484	19,573	30	605	140	3,564
Machinery, equipment and supplies	1,783	4,906	202,654	924	1,987	46,823	149	5,729	1,321	63,808	110	2,261	415	11,048
Metals and metal work (except scrap)	272	946	49,427	157	494	15,564	22	1,759	213	12,522	27	607	33	753
Paper and its products	162	438	18,122	58	212	5,400	13	714	124	5,678	8	199	23	605
Petroleum and its products	82	264	12,227	54	117	x	10	x	48	x	6	x	29	x
Plumbing and heating eqpt. and spls.	303	870	29,696	177	324	6,833	16	404	251	9,285	38	792	64	1,641
Tobacco and its products (except leaf)	5	14	569	--	5	x	--	--	9	x	--	--	--	--
Waste materials	95	306	17,104	91	140	3,832	21	879	27	1,791	9	222	18	394
All other	756	2,765	107,679	353	1,102	26,765	308	10,151	538	25,339	140	2,917	324	6,038

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* Including pay roll of executives and salaried corporation officers. ** Includes salaried corporation officers. (X) Fewer than 300 employees not analyzed by occupational groups. (See text).

1/ Includes no employees of commission bulk tank stations. See text.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 3-A.--ANALYSIS OF WEEKLY EMPLOYMENT AND PAY ROLL BY SELECTED TYPES OF OPERATION

(Figures are for week ending October 26, 1935, except where such period was not representative. In such cases one week of representative employment is given. Establishments which reported irregular employment for occasional months and those having no paid employees are not included.)

AREA AND TYPE OF OPERATION	Total, all establishments					Establishments analyzed in Table 3-B			Establishments not analyzed in Table 3-B		
	Number of establishments	Full-time employees		Part-time employees		Number of establishments	Full-time employees		Number of establishments	Full-time employees	
		Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week
NEW ENGLAND											
CONNECTICUT											
Full-Service and Limited-Function Wholesalers	974	8,870	$263,545	625	$8,205	910	7,927	$237,213	64	943	$26,332
Manufacturers' Sales Branches	161	2,002	71,709	62	949	142	1,743	60,333	19	259	11,376
Manufacturers' Sales Offices	31	236	10,744	--	--	25	193	8,943	6	43	1,801
Agents and Brokers	34	123	6,908	16	187	32	85	3,446	2	38	3,462
MAINE											
Full-Service and Limited-Function Wholesalers	430	3,815	101,852	363	3,647	398	3,459	94,311	32	356	7,541
Manufacturers' Sales Branches	70	733	22,314	29	221	64	662	20,183	6	71	2,131
Manufacturers' Sales Offices	7	47	2,060	--	--	6	34	1,570	1	13	490
Agents and Brokers	25	44	1,137	6	78	24	43	1,097	1	1	40
MASSACHUSETTS											
Full-Service and Limited-Function Wholesalers	3,427	32,380	1,033,065	2,019	26,401	3,215	29,426	942,191	212	2,954	90,874
Manufacturers' Sales Branches	548	10,186	398,924	186	2,457	499	8,302	303,411	49	1,884	95,513
Manufacturers' Sales Offices	218	1,980	90,948	9	143	184	1,373	62,664	34	607	28,284
Agents and Brokers	570	2,155	89,033	151	1,889	549	1,942	79,131	21	213	9,902
NEW HAMPSHIRE											
Full-Service and Limited-Function Wholesalers	177	1,339	36,929	124	1,351	162	1,227	34,327	15	112	2,602
Manufacturers' Sales Branches	42	340	11,242	12	89	40	325	10,632	2	15	610
Manufacturers' Sales Offices	--	--	--	--	--	--	--	--	--	--	--
Agents and Brokers	7	33	646	1	16	7	33	646	--	--	--
RHODE ISLAND											
Full-Service and Limited-Function Wholesalers	475	4,339	131,985	287	3,323	430	3,937	114,162	45	402	17,823
Manufacturers' Sales Branches	61	845	31,008	45	264	53	644	22,540	8	201	8,468
Manufacturers' Sales Offices	16	75	4,426	2	22	15	68	4,060	1	7	366
Agents and Brokers	39	149	6,015	12	155	36	123	4,225	3	26	1,790
VERMONT											
Full-Service and Limited-Function Wholesalers	146	1,257	34,112	79	814	120	991	26,221	26	266	7,891
Manufacturers' Sales Branches	26	209	6,334	12	81	24	189	5,633	2	20	701
Manufacturers' Sales Offices	1	1	62	--	--	1	1	62	--	--	--
Agents and Brokers	6	7	241	2	6	6	7	241	--	--	--
MIDDLE ATLANTIC											
NEW JERSEY											
Full-Service and Limited-Function Wholesalers	2,001	17,619	543,827	958	12,922	1,841	15,768	480,600	160	2,051	63,227
Manufacturers' Sales Branches	251	4,520	166,247	172	2,699	232	3,946	145,581	19	574	20,666
Manufacturers' Sales Offices	45	406	19,534	13	304	36	336	16,183	9	70	3,351
Agents and Brokers	98	467	14,053	61	916	93	418	12,942	5	49	1,111
NEW YORK											
Full-Service and Limited-Function Wholesalers	16,642	153,459	5,515,992	6,793	98,511	15,716	139,409	5,028,830	926	14,050	487,162
Manufacturers' Sales Branches	1,645	47,579	1,947,421	658	12,219	1,486	42,079	1,733,190	159	5,500	214,231
Manufacturers' Sales Offices	883	14,723	774,313	191	4,930	779	12,725	681,260	104	1,998	93,053
Agents and Brokers	3,248	19,813	938,403	959	14,725	3,096	17,752	833,073	152	2,061	105,330
PENNSYLVANIA											
Full-Service and Limited-Function Wholesalers	6,152	49,218	1,548,237	3,380	41,736	5,736	44,035	1,394,012	416	5,183	154,225
Manufacturers' Sales Branches	849	16,349	633,409	347	4,631	759	14,468	561,232	90	1,881	72,177
Manufacturers' Sales Offices	412	4,363	206,042	47	1,329	338	3,041	142,687	74	1,322	63,355
Agents and Brokers	871	3,411	143,316	488	6,261	837	3,124	127,512	34	287	15,804
EAST NORTH CENTRAL											
ILLINOIS											
Full-Service and Limited-Function Wholesalers	5,458	61,820	1,944,811	3,727	50,437	5,080	56,705	1,779,147	378	5,115	165,664
Manufacturers' Sales Branches	900	22,304	902,353	530	7,846	820	20,021	809,431	80	2,283	92,922
Manufacturers' Sales Offices	416	5,550	265,212	85	1,643	356	4,392	215,013	60	1,158	50,199
Agents and Brokers	1,171	5,650	241,063	610	9,058	1,131	5,368	228,707	40	282	12,356
INDIANA											
Full-Service and Limited-Function Wholesalers	1,647	14,205	379,799	1,044	10,221	1,547	13,025	346,421	100	1,180	33,378
Manufacturers' Sales Branches	211	2,772	88,682	90	957	185	2,476	81,348	26	296	7,334
Manufacturers' Sales Offices	39	377	13,892	3	33	34	333	12,738	5	44	1,154
Agents and Brokers	235	844	30,740	154	1,896	229	809	28,754	6	35	1,986
MICHIGAN											
Full-Service and Limited-Function Wholesalers	3,048	25,493	747,671	2,222	24,374	2,866	23,369	688,027	182	2,124	59,644
Manufacturers' Sales Branches	409	6,740	268,104	148	2,713	373	6,282	250,809	36	458	17,295
Manufacturers' Sales Offices	180	1,346	71,586	10	158	157	1,175	63,936	23	171	7,650
Agents and Brokers	394	1,345	58,882	306	2,997	383	1,314	57,801	11	31	1,081

(Continued)

TABLE 3-B.--NUMBER AND PAY ROLL OF FULL-TIME EMPLOYEES ANALYZED BY OCCUPATIONAL GROUPS FOR SELECTED TYPES OF OPERATION

(Figures are for week ending October 26, 1935, except where such period was not representative. In such cases one week of representative employment is given. Establishments which reported irregular employment for occasional months and those having no paid employees are not included.)

AREA AND TYPE OF OPERATION	Establishments analyzed (see Table 3-A)			Number of executives**	Office and clerical employees (Full-time only)		Inside selling employees (Full-time only)		Outside selling employees (Full-time only)		Warehouse employees (Full-time only)		Other employees (Full-time only)	
	Number	Full-time employees	Full-time pay roll for week*		Number	Pay roll for week	Number	Pay roll for week	Number	Pay roll for week	Number	Pay roll for week	Number	Pay roll for week
NEW ENGLAND														
CONNECTICUT														
Full-Service and Limited-Function Wholesalers	910	7,927	$237,213	821	1,546	$34,855	630	$18,459	1,412	$50,238	1,394	$26,297	2,124	$44,919
Manufacturers' Sales Branches	142	1,743	60,333	18	389	10,742	118	5,077	543	24,236	303	8,088	372	10,444
Manufacturers' Sales Offices	25	193	8,943	4	67	x	20	x	74	x	--	--	28	x
Agents and Brokers	32	85	3,446	11	29	x	2	x	24	x	12	x	7	x
MAINE														
Full-Service and Limited-Function Wholesalers	398	3,459	94,311	315	700	14,591	387	8,796	585	20,824	842	16,081	630	13,106
Manufacturers' Sales Branches	64	662	20,183	6	139	3,598	35	1,447	232	8,591	117	2,773	133	3,359
Manufacturers' Sales Offices	6	34	1,570	2	17	x	--	--	15	x	--	--	--	--
Agents and Brokers	24	43	1,097	4	15	x	1	x	5	x	6	x	12	x
MASSACHUSETTS														
Full-Service and Limited-Function Wholesalers	3,215	29,426	942,191	2,755	6,421	152,982	3,215	91,954	5,658	216,270	5,584	129,611	5,793	130,784
Manufacturers' Sales Branches	499	8,302	303,411	126	2,266	64,812	468	19,202	2,768	133,265	1,367	35,003	1,307	34,073
Manufacturers' Sales Offices	184	1,373	62,664	43	550	15,393	85	3,604	643	36,420	--	--	52	2,219
Agents and Brokers	549	1,942	79,131	294	760	18,189	160	6,531	506	22,740	90	2,242	132	3,364
NEW HAMPSHIRE														
Full-Service and Limited-Function Wholesalers	162	1,227	34,327	118	250	5,380	194	4,751	231	7,579	243	5,623	191	3,923
Manufacturers' Sales Branches	40	325	10,632	1	75	2,100	19	804	116	4,885	40	987	74	1,781
Manufacturers' Sales Offices	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Agents and Brokers	7	33	646	1	6	x	1	x	1	x	4	x	20	x
RHODE ISLAND														
Full-Service and Limited-Function Wholesalers	430	3,937	114,162	362	896	18,786	426	10,539	730	25,983	653	13,011	870	17,693
Manufacturers' Sales Branches	53	644	22,540	8	135	3,481	45	1,792	238	10,773	106	2,674	112	3,097
Manufacturers' Sales Offices	15	68	4,060	1	27	x	1	x	36	x	--	--	3	x
Agents and Brokers	36	123	4,225	21	54	x	8	x	16	x	2	x	22	x
VERMONT														
Full-Service and Limited-Function Wholesalers	120	991	26,221	85	200	4,237	94	2,109	187	6,036	206	4,518	219	4,757
Manufacturers' Sales Branches	24	189	5,633	5	36	x	12	x	50	x	23	x	63	x
Manufacturers' Sales Offices	1	1	62	--	--	--	--	--	1	x	--	--	--	--
Agents and Brokers	6	7	241	2	3	x	--	--	2	x	--	--	--	--
MIDDLE ATLANTIC														
NEW JERSEY														
Full-Service and Limited-Function Wholesalers	1,841	15,768	480,600	1,653	3,218	77,967	1,086	30,422	2,997	109,913	2,763	60,089	4,051	88,990
Manufacturers' Sales Branches	232	3,946	145,581	59	946	27,328	253	10,994	1,246	60,355	795	21,810	647	18,850
Manufacturers' Sales Offices	36	336	16,183	6	68	1,918	12	535	201	11,164	--	--	49	2,105
Agents and Brokers	93	418	12,942	66	136	3,100	61	1,865	36	1,434	39	803	80	1,731
NEW YORK														
Full-Service and Limited-Function Wholesalers	15,716	139,409	5,028,830	15,781	38,014	983,302	10,797	360,787	26,298	1,132,075	22,449	515,461	26,070	638,781
Manufacturers' Sales Branches	1,486	42,079	1,733,190	1,338	14,117	422,421	1,972	90,911	13,225	672,623	5,797	152,911	5,630	162,691
Manufacturers' Sales Branches	779	12,725	681,260	677	5,945	206,515	488	28,592	4,233	281,903	--	--	1,382	49,826
Agents and Brokers	3,096	17,752	833,073	2,526	8,819	245,507	1,104	59,376	3,613	201,677	591	14,785	1,099	31,119
PENNSYLVANIA														
Full-Service and Limited-Function Wholesalers	5,736	44,035	1,394,012	3,379	9,643	233,214	4,744	128,284	8,957	401,198	7,807	182,810	9,505	203,630
Manufacturers' Sales Branches	759	14,468	561,232	219	3,789	115,121	777	32,204	4,941	260,143	2,312	61,370	2,430	67,007
Manufacturers' Sales Offices	338	3,041	142,687	71	1,033	31,599	171	7,931	1,664	89,443	--	--	102	3,913
Agents and Brokers	837	3,124	127,512	448	1,208	31,025	315	11,260	688	32,687	256	5,908	209	4,688
EAST NORTH CENTRAL														
ILLINOIS														
Full-Service and Limited-Function Wholesalers	5,080	56,705	1,779,147	4,152	13,634	340,162	4,603	134,383	11,189	445,405	11,878	249,806	11,249	249,640
Manufacturers' Sales Branches	820	20,021	809,431	363	6,334	186,416	882	37,157	6,457	359,596	3,478	93,806	2,507	76,376
Manufacturers' Sales Offices	356	4,392	215,013	138	1,963	61,696	178	8,749	1,856	111,728	--	--	257	9,454
Agents and Brokers	1,131	5,368	228,707	741	2,152	59,119	418	18,783	1,179	57,112	196	5,078	682	18,741
INDIANA														
Full-Service and Limited-Function Wholesalers	1,547	13,025	346,421	1,030	2,601	53,748	1,386	32,122	2,870	94,371	2,382	44,073	2,756	53,873
Manufacturers' Sales Branches	185	2,476	81,348	42	538	14,308	90	3,580	982	39,355	395	8,697	429	11,931
Manufacturers' Sales Offices	34	333	12,738	14	173	4,658	27	961	107	5,339	--	--	12	559
Agents and Brokers	229	809	28,754	104	286	6,473	36	1,309	133	6,901	38	715	212	5,414
MICHIGAN														
Full-Service and Limited-Function Wholesalers	2,866	23,369	688,027	1,686	4,500	107,781	2,243	57,787	4,677	181,643	4,912	103,222	5,351	111,183
Manufacturers' Sales Branches	373	6,282	250,809	117	2,002	67,350	260	10,381	2,130	109,308	1,088	29,539	685	20,637
Manufacturers' Sales Offices	157	1,175	63,936	28	365	12,547	87	4,096	607	41,090	--	--	88	3,224
Agents and Brokers	383	1,314	57,801	156	450	11,078	58	2,414	343	20,309	140	3,699	167	3,890

(Continued)

* Including pay roll of executives and salaried corporation officers. ** Includes salaried corporation officers. (X) Fewer than 300 employees not analyzed by occupational groups. (See text).

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 3-A.--ANALYSIS OF WEEKLY EMPLOYMENT AND PAY ROLL BY SELECTED TYPES OF OPERATION

(Figures are for week ending October 26, 1935, except where such period was not representative. In such cases one week of representative employment is given. Establishments which reported irregular employment for occasional months and those having no paid employees are not included.)

AREA AND TYPE OF OPERATION	Total, all establishments					Establishments analyzed in Table 3-B			Establishments not analyzed in Table 3-B		
	Number of establishments	Full-time employees		Part-time employees		Number of establishments	Full-time employees		Number of establishments	Full-time employees	
		Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week
EAST NORTH CENTRAL (Continued)											
OHIO											
Full-Service and Limited-Function Wholesalers	4,527	42,489	$1,260,229	2,903	$33,202	4,256	38,450	$1,144,990	271	4,039	$115,239
Manufacturers' Sales Branches	688	12,297	454,201	290	4,584	611	10,422	379,860	77	1,875	74,341
Manufacturers' Sales Offices	346	2,338	118,567	97	2,702	292	1,929	99,820	54	409	18,747
Agents and Brokers	719	3,069	128,202	753	7,964	698	2,975	124,898	21	94	3,304
WISCONSIN											
Full-Service and Limited-Function Wholesalers	1,729	15,473	450,972	1,263	13,786	1,635	14,233	415,975	94	1,240	34,997
Manufacturers' Sales Branches	249	3,564	116,784	92	1,201	228	2,687	91,620	21	877	25,164
Manufacturers' Sales Offices	59	405	16,368	20	433	50	302	12,879	9	103	3,489
Agents and Brokers	213	861	30,906	179	1,901	204	786	27,956	9	75	2,950
WEST NORTH CENTRAL											
IOWA											
Full-Service and Limited-Function Wholesalers	1,131	10,462	271,564	1,208	13,812	1,031	9,117	237,732	100	1,345	33,832
Manufacturers' Sales Branches	182	2,132	67,076	65	731	158	1,866	58,970	24	266	8,106
Manufacturers' Sales Offices	25	193	7,030	2	57	22	165	6,103	3	28	927
Agents and Brokers	168	614	19,970	222	2,028	158	552	17,990	10	62	1,980
KANSAS											
Full-Service and Limited-Function Wholesalers	746	5,973	161,461	480	5,578	680	5,331	143,285	66	642	18,176
Manufacturers' Sales Branches	102	1,241	38,233	51	546	78	1,098	33,504	24	143	4,729
Manufacturers' Sales Offices	16	215	7,413	1	21	13	205	7,091	3	10	322
Agents and Brokers	103	366	10,204	187	994	96	350	9,787	7	16	417
MINNESOTA											
Full-Service and Limited-Function Wholesalers	1,485	19,960	597,410	1,013	13,561	1,389	18,394	553,199	96	1,566	44,211
Manufacturers' Sales Branches	276	4,193	141,240	186	3,041	249	3,873	130,955	27	320	10,285
Manufacturers' Sales Offices	87	671	27,660	6	223	77	564	24,027	10	107	3,633
Agents and Brokers	330	1,545	65,561	245	3,021	325	1,520	64,708	5	25	853
MISSOURI											
Full-Service and Limited-Function Wholesalers	2,669	33,281	957,763	1,625	18,334	2,490	28,971	851,664	179	4,310	106,099
Manufacturers' Sales Branches	464	13,349	482,526	272	4,754	414	11,903	438,215	50	1,446	44,311
Manufacturers' Sales Offices	204	1,641	71,598	24	595	169	1,162	51,311	35	479	20,287
Agents and Brokers	727	2,795	99,370	316	3,432	689	2,629	92,986	38	166	6,384
NEBRASKA											
Full-Service and Limited-Function Wholesalers	566	6,648	193,813	380	4,828	509	5,224	154,276	57	1,424	39,537
Manufacturers' Sales Branches	121	2,033	66,788	62	877	98	1,765	58,907	23	268	7,881
Manufacturers' Sales Offices	18	227	7,602	--	--	15	203	6,988	3	24	614
Agents and Brokers	190	822	27,931	424	3,310	180	745	24,964	10	77	2,967
NORTH DAKOTA											
Full-Service and Limited-Function Wholesalers	205	1,811	49,540	140	1,628	196	1,696	46,728	9	115	2,812
Manufacturers' Sales Branches	43	760	23,383	14	241	38	710	22,275	5	50	1,108
Manufacturers' Sales Offices	4	12	437	1	25	4	12	437	--	--	--
Agents and Brokers	13	36	1,329	8	104	12	33	1,239	1	3	90
SOUTH DAKOTA											
Full-Service and Limited-Function Wholesalers	196	2,059	48,975	110	1,223	185	1,824	43,702	11	235	5,273
Manufacturers' Sales Branches	38	458	13,193	12	197	32	433	12,523	6	25	670
Manufacturers' Sales Offices	2	22	670	--	--	2	22	670	--	--	--
Agents and Brokers	17	71	1,756	13	140	15	60	1,434	2	11	322
SOUTH ATLANTIC											
DELAWARE											
Full-Service and Limited-Function Wholesalers	133	1,017	28,448	141	1,238	123	907	25,150	10	110	3,298
Manufacturers' Sales Branches	23	525	27,248	5	64	22	302	10,410	1	223	16,838
Manufacturers' Sales Offices	4	21	849	--	--	4	21	849	--	--	--
Agents and Brokers	15	28	518	48	471	15	28	518	--	--	--
DISTRICT OF COLUMBIA											
Full-Service and Limited-Function Wholesalers	418	5,981	186,972	157	1,576	400	5,723	177,430	18	258	9,542
Manufacturers' Sales Branches	77	1,382	55,156	53	683	69	1,246	49,146	8	136	6,010
Manufacturers' Sales Offices	43	373	15,686	4	32	39	309	13,745	4	64	1,941
Agents and Brokers	54	222	7,938	13	215	53	209	7,758	1	13	180
FLORIDA											
Full-Service and Limited-Function Wholesalers	1,018	8,473	228,843	693	6,034	973	7,682	204,634	45	791	24,209
Manufacturers' Sales Branches	156	1,824	53,161	119	1,490	137	1,633	47,631	19	191	5,530
Manufacturers' Sales Offices	20	123	5,355	1	7	19	118	5,008	1	5	347
Agents and Brokers	114	356	12,364	291	2,285	111	345	11,767	3	11	597

(Continued)

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 3-B.--NUMBER AND PAY ROLL OF FULL-TIME EMPLOYEES ANALYZED BY OCCUPATIONAL GROUPS FOR SELECTED TYPES OF OPERATION

(Figures are for week ending October 26, 1935, except where such period was not representative. In such cases one week of representative employment is given. Establishments which reported irregular employment for occasional months and those having no paid employees are not included.)

AREA AND TYPE OF OPERATION	Establishments analyzed (see Table 3-A)			Number of executives**	Office and clerical employees (Full-time only)		Inside selling employees (Full-time only)		Outside selling employees (Full-time only)		Warehouse employees (Full-time only)		Other employees (Full-time only)	
	Number	Full-time employees	Full-time pay roll for week*		Number	Pay roll for week	Number	Pay roll for week	Number	Pay roll for week	Number	Pay roll for week	Number	Pay roll for week
EAST NORTH CENTRAL (Continued)														
OHIO														
Full-Service and Limited-Function Wholesalers	4,256	38,450	$1,144,990	3,202	7,986	$192,341	3,026	$79,009	7,538	$285,899	8,478	$179,154	8,220	$174,739
Manufacturers' Sales Branches	611	10,422	379,860	252	2,729	77,349	376	15,947	4,060	180,600	1,313	33,355	1,692	46,294
Manufacturers' Sales Offices	292	1,929	99,820	97	716	20,586	131	6,085	895	54,642	--	--	90	4,065
Agents and Brokers	698	2,975	124,898	420	1,138	30,545	233	9,372	641	30,794	226	4,818	317	7,664
WISCONSIN														
Full-Service and Limited-Function Wholesalers	1,635	14,233	415,975	1,475	2,783	62,500	912	23,822	2,859	100,824	3,086	65,437	3,118	69,786
Manufacturers' Sales Branches	228	2,687	91,620	134	753	17,680	122	4,659	806	38,224	476	12,265	396	11,832
Manufacturers' Sales Offices	50	302	12,879	5	109	3,020	16	547	163	8,588	--	--	9	389
Agents and Brokers	204	786	27,956	153	201	4,634	36	1,216	106	4,037	123	2,425	167	4,255
WEST NORTH CENTRAL														
IOWA														
Full-Service and Limited-Function Wholesalers	1,031	9,117	237,732	576	1,747	39,984	642	15,724	2,031	68,291	2,406	45,117	1,715	31,957
Manufacturers' Sales Branches	158	1,866	58,970	25	479	12,885	73	2,706	591	23,885	251	5,551	447	11,813
Manufacturers' Sales Offices	22	165	6,103	--	63	x	19	x	79	x	--	--	4	x
Agents and Brokers	158	552	17,990	54	166	4,115	12	401	213	7,752	28	536	79	1,645
KANSAS														
Full-Service and Limited-Function Wholesalers	680	5,331	143,285	312	1,092	24,938	417	9,796	1,192	40,633	1,340	26,919	978	20,763
Manufacturers' Sales Branches	78	1,098	33,504	19	275	7,234	42	1,679	344	12,364	221	5,170	197	5,191
Manufacturers' Sales Offices	13	205	7,091	--	46	x	17	x	139	x	--	--	3	x
Agents and Brokers	96	350	9,787	23	96	2,318	22	556	116	3,384	31	650	62	1,305
MINNESOTA														
Full-Service and Limited-Function Wholesalers	1,389	18,394	553,199	1,233	4,860	117,058	1,055	29,616	3,517	129,909	4,780	106,613	2,949	63,054
Manufacturers' Sales Branches	249	3,873	130,955	62	1,030	27,914	167	6,236	1,399	59,624	628	16,074	587	15,836
Manufacturers' Sales Offices	77	564	24,027	12	198	5,439	39	1,345	292	15,377	--	--	23	896
Agents and Brokers	325	1,520	64,708	213	588	16,840	83	4,163	405	18,250	126	3,090	105	3,076
MISSOURI														
Full-Service and Limited-Function Wholesalers	2,490	28,971	851,664	2,133	6,738	163,101	2,478	65,982	5,860	214,164	6,297	125,070	5,465	112,301
Manufacturers' Sales Branches	414	11,903	438,215	196	3,993	107,891	312	13,416	4,250	216,452	2,180	52,744	972	27,133
Manufacturers' Sales Offices	169	1,162	51,311	25	401	11,663	91	2,872	566	32,174	--	--	79	2,474
Agents and Brokers	689	2,629	92,986	398	909	21,537	132	4,427	746	26,239	160	3,490	284	5,428
NEBRASKA														
Full-Service and Limited-Function Wholesalers	509	5,224	154,276	382	1,126	26,285	406	10,502	1,263	49,065	1,248	23,919	799	16,577
Manufacturers' Sales Branches	98	1,765	58,907	31	499	13,817	71	3,016	596	24,508	340	8,379	228	6,117
Manufacturers' Sales Offices	15	203	6,988	1	58	x	27	x	109	x	--	--	8	x
Agents and Brokers	180	745	24,964	55	212	5,304	15	344	276	10,387	47	1,046	140	3,029
NORTH DAKOTA														
Full-Service and Limited-Function Wholesalers	196	1,696	46,728	122	328	7,723	154	3,847	385	13,940	413	8,218	294	5,856
Manufacturers' Sales Branches	38	710	22,275	9	179	4,625	9	284	192	7,779	152	3,768	169	4,892
Manufacturers' Sales Offices	4	12	437	1	--	--	--	--	10	x	--	--	1	x
Agents and Brokers	12	33	1,239	7	9	x	1	x	7	x	--	--	9	x
SOUTH DAKOTA														
Full-Service and Limited-Function Wholesalers	185	1,824	43,702	111	438	8,856	185	4,591	309	11,186	630	9,975	151	1,880
Manufacturers' Sales Branches	32	433	12,523	5	111	2,724	3	74	112	3,925	67	1,621	135	3,815
Manufacturers' Sales Offices	2	22	670	--	11	x	--	--	11	x	--	--	--	--
Agents and Brokers	15	60	1,434	12	13	x	--	--	23	x	3	x	9	x
SOUTH ATLANTIC														
DELAWARE														
Full-Service and Limited-Function Wholesalers	123	907	25,150	92	190	3,913	104	2,565	136	4,924	170	3,197	215	4,016
Manufacturers' Sales Branches	22	302	10,410	4	55	1,518	24	1,105	126	5,292	34	776	59	1,460
Manufacturers' Sales Offices	4	21	849	1	7	x	1	x	12	x	--	--	--	--
Agents and Brokers	15	28	518	4	6	x	1	x	1	x	6	x	10	x
DISTRICT OF COLUMBIA														
Full-Service and Limited-Function Wholesalers	400	5,723	177,430	385	944	25,346	680	19,707	1,262	44,011	1,062	24,995	1,390	26,996
Manufacturers' Sales Branches	69	1,246	49,146	25	354	10,428	82	4,004	344	20,030	187	4,524	254	7,687
Manufacturers' Sales Offices	39	309	13,745	3	131	3,665	36	943	111	7,814	--	--	28	1,067
Agents and Brokers	53	209	7,758	22	67	x	26	x	35	x	12	x	47	x
FLORIDA														
Full-Service and Limited-Function Wholesalers	973	7,682	204,634	760	1,373	32,139	734	16,460	1,537	51,131	1,662	29,696	1,616	24,404
Manufacturers' Sales Branches	137	1,633	47,631	23	346	9,914	83	3,110	515	19,145	356	7,592	310	6,064
Manufacturers' Sales Offices	19	118	5,008	1	32	x	5	x	77	x	--	--	2	x
Agents and Brokers	111	345	11,767	68	132	3,260	18	567	66	2,025	22	507	39	743
(Continued)														

* Including pay roll of executives and salaried corporation officers. ** Includes salaried corporation officers. (X) Fewer than 300 employees not analyzed by occupational groups. (See text).

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 3-A.--ANALYSIS OF WEEKLY EMPLOYMENT AND PAY ROLL BY SELECTED TYPES OF OPERATION

(Figures are for week ending October 26, 1935, except where such period was not representative. In such cases one week of representative employment is given. Establishments which reported irregular employment for occasional months and those having no paid employees are not included.)

AREA AND TYPE OF OPERATION	Total, all establishments					Establishments analyzed in Table 3-B			Establishments not analyzed in Table 3-B		
	Number of establishments	Full-time employees		Part-time employees		Number of establishments	Full-time employees		Number of establishments	Full-time employees	
		Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week
SOUTH ATLANTIC (Continued)											
GEORGIA											
Full-Service and Limited-Function Wholesalers	1,018	10,192	$260,101	1,299	$8,054	952	9,150	$239,595	66	1,042	$20,506
Manufacturers' Sales Branches	247	3,948	136,049	210	2,173	219	3,495	120,318	28	453	15,731
Manufacturers' Sales Offices	106	882	35,253	26	545	87	576	24,205	19	306	11,048
Agents and Brokers	243	1,020	33,382	380	3,790	231	927	30,609	12	93	2,773
MARYLAND											
Full-Service and Limited-Function Wholesalers	1,298	11,156	291,398	815	8,540	1,163	9,390	243,535	135	1,766	47,863
Manufacturers' Sales Branches	152	3,243	106,182	130	2,110	130	2,889	92,352	22	354	13,830
Manufacturers' Sales Offices	50	386	19,969	4	58	39	271	14,305	11	115	5,664
Agents and Brokers	197	762	25,478	83	679	176	677	22,667	21	85	2,811
NORTH CAROLINA											
Full-Service and Limited-Function Wholesalers	1,076	8,064	201,159	2,639	17,385	990	7,337	186,033	86	727	15,126
Manufacturers' Sales Branches	162	1,828	62,874	44	432	146	1,753	59,736	16	75	3,138
Manufacturers' Sales Offices	45	319	12,782	17	283	43	291	12,068	2	28	714
Agents and Brokers	252	3,943	91,907	1,552	19,916	227	1,791	45,143	25	2,152	46,764
SOUTH CAROLINA											
Full-Service and Limited-Function Wholesalers	501	3,887	98,059	538	2,429	475	3,664	92,084	26	223	5,975
Manufacturers' Sales Branches	56	451	13,650	25	264	53	437	13,184	3	14	466
Manufacturers' Sales Offices	15	99	4,293	9	221	10	55	2,467	5	44	1,826
Agents and Brokers	140	1,675	32,269	190	1,569	133	1,641	31,405	7	34	864
VIRGINIA											
Full-Service and Limited-Function Wholesalers	946	9,688	268,924	1,863	13,008	873	8,266	235,153	73	1,422	33,771
Manufacturers' Sales Branches	148	1,773	56,609	45	444	133	1,567	49,260	15	206	7,349
Manufacturers' Sales Offices	26	225	8,955	10	252	22	147	5,772	4	78	3,183
Agents and Brokers	230	3,046	60,896	706	5,256	218	1,799	46,559	12	1,247	14,337
WEST VIRGINIA											
Full-Service and Limited-Function Wholesalers	706	6,210	184,319	431	4,602	672	5,822	172,988	34	388	11,331
Manufacturers' Sales Branches	101	958	34,259	42	400	84	890	31,632	17	68	2,627
Manufacturers' Sales Offices	13	221	8,046	--	--	11	218	7,966	2	3	80
Agents and Brokers	68	264	11,320	183	1,345	63	222	9,547	5	42	1,773
EAST SOUTH CENTRAL											
ALABAMA											
Full-Service and Limited-Function Wholesalers	682	6,955	175,869	486	3,978	609	5,745	149,595	73	1,210	26,274
Manufacturers' Sales Branches	108	1,306	40,223	77	956	98	1,222	37,285	10	84	2,938
Manufacturers' Sales Offices	34	222	9,451	10	155	27	195	7,982	7	27	1,469
Agents and Brokers	122	371	11,723	67	500	111	300	8,371	11	71	3,352
KENTUCKY											
Full-Service and Limited-Function Wholesalers	929	9,119	222,308	3,338	25,319	867	8,500	206,118	62	619	16,190
Manufacturers' Sales Branches	82	1,060	36,947	77	665	67	857	26,896	15	203	10,051
Manufacturers' Sales Offices	28	247	11,009	13	393	22	180	8,538	6	67	2,471
Agents and Brokers	176	2,568	48,250	2,194	20,477	165	2,393	44,587	11	175	3,663
MISSISSIPPI											
Full-Service and Limited-Function Wholesalers	400	3,129	70,915	302	2,722	376	2,914	66,412	24	215	4,503
Manufacturers' Sales Branches	43	309	8,301	27	293	38	298	8,070	5	11	231
Manufacturers' Sales Offices	5	40	1,700	4	71	4	39	1,679	1	1	21
Agents and Brokers	58	158	3,655	46	283	56	142	3,105	2	16	550
TENNESSEE											
Full-Service and Limited-Function Wholesalers	1,045	12,178	319,658	1,476	13,438	995	11,666	306,455	50	512	13,203
Manufacturers' Sales Branches	194	3,282	108,659	146	1,630	172	2,993	98,425	22	289	10,234
Manufacturers' Sales Offices	62	395	15,506	5	37	52	335	13,273	10	60	2,233
Agents and Brokers	336	1,807	53,260	562	5,057	326	1,692	50,345	10	115	2,915
WEST SOUTH CENTRAL											
ARKANSAS											
Full-Service and Limited-Function Wholesalers	517	4,244	106,397	294	2,316	473	3,835	97,404	44	409	8,993
Manufacturers' Sales Branches	49	482	12,854	40	362	42	462	12,174	7	20	680
Manufacturers' Sales Offices	10	40	1,570	--	--	8	37	1,470	2	3	100
Agents and Brokers	70	179	4,637	39	304	68	175	4,583	2	4	54
LOUISIANA											
Full-Service and Limited-Function Wholesalers	974	11,097	297,497	891	8,135	946	10,675	287,896	28	422	9,601
Manufacturers' Sales Branches	175	2,709	82,979	87	769	145	2,488	75,194	30	221	7,785
Manufacturers' Sales Offices	43	369	14,990	4	14	39	253	11,167	4	116	3,823
Agents and Brokers	201	735	22,421	116	901	198	723	21,819	3	12	602
(Continued)											

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 3-B.--NUMBER AND PAY ROLL OF FULL-TIME EMPLOYEES ANALYZED BY OCCUPATIONAL GROUPS FOR SELECTED TYPES OF OPERATION

(Figures are for week ending October 26, 1935, except where such period was not representative. In such cases one week of representative employment is given. Establishments which reported irregular employment for occasional months and those having no paid employees are not included.)

AREA AND TYPE OF OPERATION	Establishments analyzed (see Table 3-A)			Number of executives**	Office and clerical employees (Full-time only)		Inside selling employees (Full-time only)		Outside selling employees (Full-time only)		Warehouse employees (Full-time only)		Other employees (Full-time only)	
	Number	Full-time employees	Full-time pay roll for week*		Number	Pay roll for week	Number	Pay roll for week	Number	Pay roll for week	Number	Pay roll for week	Number	Pay roll for week
SOUTH ATLANTIC (Continued)														
GEORGIA														
Full-Service and Limited-Function Wholesalers	952	9,150	$239,595	772	1,723	$42.931	703	$17,171	1,725	$65,101	1,630	$26,786	2,597	$29,918
Manufacturers' Sales Branches	219	3,495	120,318	68	1,040	29,258	109	4,835	1,185	56,361	562	11,950	531	12,150
Manufacturers' Sales Offices	87	576	24,205	10	194	5,175	50	1,319	304	16,157	--	--	18	792
Agents and Brokers	231	927	30,609	116	288	8,868	38	1,310	125	4,960	171	4,314	189	2,690
MARYLAND														
Full-Service and Limited-Function Wholesalers	1,163	9,390	243,535	637	1,980	43,204	962	24,158	1,927	64,168	1,880	33,640	2,004	35,398
Manufacturers' Sales Branches	130	2,889	92,352	48	632	17,449	107	4,512	739	34,368	297	7,078	1,066	24,423
Manufacturers' Sales Offices	39	271	14,305	6	99	x	13	x	141	x	--	--	12	x
Agents and Brokers	176	677	22,667	95	265	6,854	82	2,414	97	4,672	38	602	100	1,519
NORTH CAROLINA														
Full-Service and Limited-Function Wholesalers	990	7,337	186,033	582	1,176	27,826	885	19,791	1,429	50,384	1,170	19,645	2,095	28,799
Manufacturers' Sales Branches	146	1,753	59,736	24	434	12,510	73	3,274	567	26,639	378	8,506	277	7,025
Manufacturers' Sales Offices	43	291	12,068	2	95	x	39	x	140	x	--	--	15	x
Agents and Brokers	227	1,791	45,143	80	363	11,029	82	3,941	112	3,480	460	13,138	694	8,285
SOUTH CAROLINA														
Full-Service and Limited-Function Wholesalers	475	3,664	92,084	354	645	15,203	376	8,616	759	24,696	674	11,146	856	10,703
Manufacturers' Sales Branches	53	437	13,184	3	92	2,855	11	588	147	5,547	84	1,904	100	2,127
Manufacturers' Sales Offices	10	55	2,467	--	7	x	4	x	43	x	--	--	1	x
Agents and Brokers	133	1,641	31,405	71	200	6,069	99	3,014	42	1,961	432	6,512	797	9,321
VIRGINIA														
Full-Service and Limited-Function Wholesalers	873	8,266	235,153	853	1,421	32,973	698	18,292	1,639	63,008	1,507	28,088	2,148	31,134
Manufacturers' Sales Branches	133	1,567	49,260	37	361	10,609	51	1,812	485	19,726	318	6,947	315	7,454
Manufacturers' Sales Offices	22	147	5,772	4	14	x	14	x	106	x	--	--	9	x
Agents and Brokers	218	1,799	46,559	159	410	12,003	42	1,648	182	5,793	770	14,379	236	2,374
WEST VIRGINIA														
Full-Service and Limited-Function Wholesalers	672	5,822	172,988	500	1,041	26,057	653	15,483	1,224	50,384	1,259	25,605	1,145	22,514
Manufacturers' Sales Branches	84	890	31,632	9	208	6,723	31	1,180	321	15,299	172	4,001	149	3,831
Manufacturers' Sales Offices	11	218	7,966	5	151	x	2	x	60	x	--	--	--	--
Agents and Brokers	53	222	9,547	39	76	x	11	x	46	x	39	x	11	x
EAST SOUTH CENTRAL														
ALABAMA														
Full-Service and Limited-Function Wholesalers	609	5,745	149,595	437	1,061	26,297	556	12,786	1,098	40,781	1,102	17,157	1,491	19,955
Manufacturers' Sales Branches	98	1,222	37,285	14	269	7,667	61	2,209	397	16,573	233	4,649	248	5,269
Manufacturers' Sales Offices	27	195	7,982	1	48	x	7	x	109	x	--	--	30	x
Agents and Brokers	111	300	8,371	46	118	2,431	15	520	46	1,448	15	199	60	645
KENTUCKY														
Full-Service and Limited-Function Wholesalers	867	8,500	206,118	643	1,452	32,662	761	16,960	1,608	52,987	1,886	30,961	2,150	30,959
Manufacturers' Sales Branches	67	857	26,896	7	178	4,720	25	952	326	12,939	179	4,300	142	3,450
Manufacturers' Sales Offices	22	180	8,538	--	9	x	8	x	115	x	--	--	48	x
Agents and Brokers	165	2,393	44,587	114	407	11,729	90	2,269	120	3,048	939	11,534	723	8,435
MISSISSIPPI														
Full-Service and Limited Function Wholesalers	376	2,914	66,412	233	434	11,308	288	6,204	537	17,770	709	9,521	671	8,174
Manufacturers' Sales Branches	38	298	8,070	2	60	x	15	x	92	x	71	x	58	x
Manufacturers' Sales Offices	4	39	1,679	1	1	x	7	x	30	x	--	--	--	--
Agents and Brokers	56	142	3,105	12	59	x	7	x	7	x	8	x	49	x
TENNESSEE														
Full-Service and Limited-Function Wholesalers	995	11,666	306,455	844	2,317	54,762	1,040	26,138	2,412	86,950	2,442	39,415	2,611	37,381
Manufacturers' Sales Branches	172	2,993	98,425	70	650	17,923	119	3,602	1,176	50,494	520	10,583	458	9,702
Manufacturers' Sales Offices	52	335	13,273	8	108	2,966	22	556	178	8,506	--	--	19	621
Agents and Brokers	326	1,692	50,345	160	477	12,908	117	3,877	186	7,576	300	4,539	452	7,560
WEST SOUTH CENTRAL														
ARKANSAS														
Full-Service and Limited-Function Wholesalers	473	3,835	97,404	275	646	14,926	443	10,970	887	30,781	908	13,993	674	9,865
Manufacturers' Sales Branches	42	462	12,174	5	92	2,288	19	631	128	4,484	111	2,288	107	2,130
Manufacturers' Sales Offices	8	37	1,470	2	7	x	--	--	26	x	--	--	2	x
Agents and Brokers	68	175	4,583	19	73	x	5	x	52	x	7	x	19	x
LOUISIANA														
Full-Service and Limited-Function Wholesalers	946	10,675	287,896	846	2,402	57,650	854	22,734	2,123	73,699	2,246	38,204	2,204	32,190
Manufacturers' Sales Branches	145	2,488	75,194	44	573	15,018	82	3,512	704	29,670	640	13,430	445	10,094
Manufacturers' Sales Offices	39	253	11,167	2	83	x	27	x	127	x	--	--	14	x
Agents and Brokers	198	723	21,819	113	310	6,459	29	963	86	3,528	44	721	141	1,999
(Continued)														

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* Including pay roll of executives and salaried corporation officers. ** Includes salaried corporation officers. (X) Fewer than 300 employees not analyzed by occupational groups. (See text).

TABLE 3-A.--ANALYSIS OF WEEKLY EMPLOYMENT AND PAY ROLL BY SELECTED TYPES OF OPERATION

(Figures are for week ending October 26, 1935, except where such period was not representative.
In such cases one week of representative employment is given.
Establishments which reported irregular employment for occasional months and those having no paid employees are not included.)

AREA AND TYPE OF OPERATION	Total, all establishments					Establishments analyzed in Table 3-B			Establishments not analyzed in Table 3-B		
	Number of establishments	Full-time employees		Part-time employees		Number of establishments	Full-time employees		Number of establishments	Full-time employees	
		Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week
WEST SOUTH CENTRAL (Continued)											
OKLAHOMA											
Full-Service and Limited-Function Wholesalers	984	7,089	$196,499	644	$6,485	896	6,003	$168,043	88	1,086	$28,456
Manufacturers' Sales Branches	135	1,643	55,023	64	808	105	1,428	48,928	30	215	6,095
Manufacturers' Sales Offices	39	252	9,032	9	161	37	227	8,409	2	25	623
Agents and Brokers	120	501	15,023	183	1,266	111	450	12,660	9	51	2,363
TEXAS											
Full-Service and Limited-Function Wholesalers	2,859	28,485	714,933	2,942	25,062	2,671	26,359	657,807	188	2,126	57,126
Manufacturers' Sales Branches	523	6,734	225,015	237	2,916	446	6,015	201,147	77	719	23,868
Manufacturers' Sales Offices	155	1,008	38,068	20	269	120	660	27,334	35	348	10,734
Agents and Brokers	424	1,511	47,364	242	2,576	412	1,368	43,666	12	143	3,698
MOUNTAIN											
ARIZONA											
Full-Service and Limited-Function Wholesalers	220	1,523	43,124	140	1,552	211	1,464	41,588	9	59	1,536
Manufacturers' Sales Branches	39	234	7,927	23	259	37	216	7,143	2	18	784
Manufacturers' Sales Offices	5	12	584	1	33	5	12	584	--	--	--
Agents and Brokers	24	61	1,855	10	70	23	59	1,740	1	2	115
COLORADO											
Full-Service and Limited-Function Wholesalers	668	5,871	162,284	474	5,202	611	4,985	139,738	57	886	22,546
Manufacturers' Sales Branches	135	1,574	59,108	51	484	116	1,309	48,914	19	265	10,194
Manufacturers' Sales Offices	47	312	11,315	2	5	37	244	9,149	10	68	2,166
Agents and Brokers	132	535	20,360	119	1,421	124	492	18,528	8	43	1,832
IDAHO											
Full-Service and Limited-Function Wholesalers	195	1,377	37,979	173	2,076	179	1,164	32,693	16	213	5,286
Manufacturers' Sales Branches	29	114	3,906	13	144	27	109	3,732	2	5	174
Manufacturers' Sales Offices	1	5	197	--	--	1	5	197	--	--	--
Agents and Brokers	16	46	1,264	137	1,612	15	42	1,084	1	4	180
MONTANA											
Full-Service and Limited-Function Wholesalers	227	2,129	65,135	144	2,073	211	1,866	58,992	16	263	6,143
Manufacturers' Sales Branches	50	449	14,942	25	275	47	438	14,447	3	11	495
Manufacturers' Sales Offices	4	15	574	--	--	3	12	474	1	3	100
Agents and Brokers	34	77	3,319	31	81	31	71	3,147	3	6	172
NEVADA											
Full-Service and Limited-Function Wholesalers	67	366	12,193	45	541	56	301	10,008	11	65	2,185
Manufacturers' Sales Branches	7	20	673	--	--	7	20	673	--	--	--
Manufacturers' Sales Offices	--	--	--	--	--	--	--	--	--	--	--
Agents and Brokers	2	3	44	--	--	2	3	44	--	--	--
NEW MEXICO											
Full-Service and Limited-Function Wholesalers	132	974	28,642	37	446	122	815	24,183	10	159	4,459
Manufacturers' Sales Branches	13	46	1,466	3	28	10	36	1,123	3	10	343
Manufacturers' Sales Offices	3	1	40	2	101	3	1	40	--	--	--
Agents and Brokers	9	20	874	7	102	9	20	874	--	--	--
UTAH											
Full-Service and Limited-Function Wholesalers	343	3,210	96,196	262	3,046	327	3,008	89,282	16	202	6,914
Manufacturers' Sales Branches	70	875	28,815	36	422	63	825	27,497	7	50	1,318
Manufacturers' Sales Offices	23	155	5,336	2	16	21	107	3,954	2	48	1,382
Agents and Brokers	73	251	8,746	56	812	66	236	8,114	7	15	632
WYOMING											
Full-Service and Limited-Function Wholesalers	82	468	14,046	47	519	71	387	12,230	11	81	1,816
Manufacturers' Sales Branches	13	61	1,949	6	76	11	54	1,693	2	7	256
Manufacturers' Sales Offices	1	1	46	--	--	--	--	--	1	1	46
Agents and Brokers	4	11	279	11	45	4	11	279	--	--	--

(Continued)

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 3-B.--NUMBER AND PAY ROLL OF FULL-TIME EMPLOYEES ANALYZED BY OCCUPATIONAL GROUPS FOR SELECTED TYPES OF OPERATION

(Figures are for week ending October 26, 1935, except where such period was not representative. In such cases one week of representative employment is given. Establishments which reported irregular employment for occasional months and those having no paid employees are not included.

AREA AND TYPE OF OPERATION	Establishments analyzed (see Table 3-A)			Number of executives**	Office and clerical employees (Full-time only)		Inside selling employees (Full-time only)		Outside selling employees Full-time only		Warehouse employees (Full-time only)		Other employees Full-time only	
	Number	Full-time employees	Full-time pay roll for week*		Number	Pay roll for week	Number	Pay roll for week	Number	Pay roll for week	Number	Pay roll for week	Number	Pay roll for week
WEST SOUTH CENTRAL (Continued)														
OKLAHOMA														
Full-Service and Limited-Function Wholesalers	896	6,003	$168,043	394	1,111	$28,416	616	$15,861	1,437	$52,002	1,306	$23,767	1,139	$21,503
Manufacturers' Sales Branches	105	1,428	48,928	34	355	9,885	45	1,746	491	21,412	263	6,440	240	6,423
Manufacturers' Sales Offices	37	227	8,409	2	85	x	21	x	116	x	--	--	3	x
Agents and Brokers	111	450	12,660	40	148	3,176	26	690	128	4,165	19	394	89	1,430
TEXAS														
Full-Service and Limited-Function Wholesalers	2,671	26,359	657,807	1,596	4,718	118,060	2,065	51,378	5,192	179,690	4,737	83,719	8,051	101,888
Manufacturers' Sales Branches	446	6,015	201,147	136	1,522	41,902	222	8,360	1,972	89,380	1,253	26,904	910	23,261
Manufacturers' Sales Offices	120	660	27,334	17	218	5,328	42	1,011	335	17,918	--	--	48	1,699
Agents and Brokers	412	1,368	43,666	180	552	13,572	63	1,921	291	11,437	79	1,355	203	3,668
MOUNTAIN														
ARIZONA														
Full-Service and Limited-Function Wholesalers	211	1,464	41,588	113	267	7,030	192	4,795	248	8,399	258	5,234	386	8,576
Manufacturers' Sales Branches	37	216	7,143	11	40	x	14	x	74	x	40	x	37	x
Manufacturers' Sales Offices	5	12	584	--	2	x	--	--	10	x	--	--	--	--
Agents and Brokers	23	59	1,740	3	21	x	4	x	14	x	8	x	9	x
COLORADO														
Full-Service and Limited-Function Wholesalers	611	4,985	139,738	444	1,138	26,305	420	10,094	976	35,126	1,048	19,808	959	19,576
Manufacturers' Sales Branches	116	1,309	48,914	40	422	12,417	44	1,507	465	21,953	219	5,505	119	3,559
Manufacturers' Sales Offices	37	244	9,149	--	82	x	30	x	121	x	--	--	11	x
Agents and Brokers	124	492	18,528	82	167	3,879	26	969	106	4,974	32	724	79	2,295
IDAHO														
Full-Service and Limited-Function Wholesalers	179	1,164	32,693	100	201	5,120	128	3,171	172	5,855	340	7,785	223	4,737
Manufacturers' Sales Branches	27	109	3,732	3	24	x	5	x	38	x	20	x	19	x
Manufacturers' Sales Offices	1	5	197	--	--	--	--	--	5	x	--	--	--	--
Agents and Brokers	15	42	1,084	5	14	x	1	x	5	x	6	x	11	x
MONTANA														
Full-Service and Limited-Function Wholesalers	211	1,866	58,992	185	396	9,713	266	7,356	364	13,338	380	8,948	275	7,042
Manufacturers' Sales Branches	47	438	14,447	12	110	2,967	9	376	126	5,553	74	1,966	107	2,499
Manufacturers' Sales Offices	3	12	474	--	3	x	2	x	7	x	--	--	--	--
Agents and Brokers	31	71	3,147	27	26	x	--	--	12	x	3	x	3	x
NEVADA														
Full-Service and Limited-Function Wholesalers	56	301	10,008	31	68	2,115	27	911	60	2,038	49	1,307	66	1,624
Manufacturers' Sales Branches	7	20	673	--	3	x	2	x	8	x	5	x	2	x
Manufacturers' Sales Offices	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Agents and Brokers	2	3	44	--	1	x	--	--	--	--	--	--	2	x
NEW MEXICO														
Full-Service and Limited-Function Wholesalers	122	815	24,183	51	151	4,000	129	3,309	156	5,778	216	4,421	112	2,267
Manufacturers' Sales Branches	10	36	1,123	--	7	x	3	x	9	x	3	x	14	x
Manufacturers' Sales Offices	3	1	40	--	--	--	--	--	1	x	--	--	--	--
Agents and Brokers	9	20	874	7	6	x	--	--	7	x	--	--	--	--
UTAH														
Full-Service and Limited-Function Wholesalers	327	3,008	89,282	265	703	16,710	290	7,439	620	24,181	708	14,530	422	9,353
Manufacturers' Sales Branches	63	825	27,497	38	267	6,801	25	746	226	9,948	141	3,426	128	3,510
Manufacturers' Sales Offices	21	107	3,954	--	43	x	13	x	47	x	--	--	4	x
Agents and Brokers	66	236	8,114	34	77	x	8	x	48	x	44	x	25	x
WYOMING														
Full-Service and Limited-Function Wholesalers	71	387	12,230	27	70	1,910	30	1,010	87	3,368	95	2,159	78	2,056
Manufacturers' Sales Branches	11	54	1,693	--	17	x	--	--	12	x	13	x	12	x
Manufacturers' Sales Offices	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Agents and Brokers	4	11	279	5	1	x	--	--	1	x	2	x	2	x

(Continued)

* Including pay roll of executives and salaried corporation officers. ** Includes salaried corporation officers. (X) Fewer than 300 employees not analyzed by occupational groups. (See text)

TABLE 3-A.--ANALYSIS OF WEEKLY EMPLOYMENT AND PAY ROLL BY SELECTED TYPES OF OPERATION

(Figures are for week ending October 26, 1935, except where such period was not representative. In such cases one week of representative employment is given. Establishments which reported irregular employment for occasional months and those having no paid employees are not included.)

AREA AND TYPE OF OPERATION	Total, all establishments					Establishments analyzed in Table 3-B			Establishments not analyzed in Table 3-B		
	Number of establishments	Full-time employees		Part-time employees		Number of establishments	Full-time employees		Number of establishments	Full-time employees	
		Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week
PACIFIC											
CALIFORNIA											
Full-Service and Limited-Function Wholesalers	6,213	56,568	$1,771,840	4,125	$59,409	5,884	51,355	$1,621,240	329	5,213	$150,600
Manufacturers' Sales Branches	1,071	16,547	641,607	610	9,123	978	14,994	583,200	93	1,553	58,407
Manufacturers' Sales Offices	290	2,150	94,661	33	658	226	1,490	66,726	64	660	27,935
Agents and Brokers	1,068	3,829	146,427	542	6,395	1,036	3,546	136,081	32	283	10,346
OREGON											
Full-Service and Limited-Function Wholesalers	701	6,203	193,968	404	4,765	664	5,552	175,434	37	651	18,534
Manufacturers' Sales Branches	150	1,925	72,018	59	709	141	1,790	68,296	9	135	3,722
Manufacturers' Sales Offices	32	173	6,542	2	103	24	109	4,214	8	64	2,328
Agents and Brokers	124	439	15,755	37	442	116	398	15,253	8	41	502
WASHINGTON											
Full-Service and Limited-Function Wholesalers	1,327	12,006	380,125	935	12,661	1,245	11,011	351,882	82	995	28,243
Manufacturers' Sales Branches	264	3,129	112,479	119	1,703	249	2,917	104,859	15	212	7,620
Manufacturers' Sales Offices	55	290	11,971	3	122	43	181	7,859	12	109	4,112
Agents and Brokers	300	1,085	40,530	126	1,233	290	950	38,668	10	135	1,862

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 3-B.--NUMBER AND PAY ROLL OF FULL-TIME EMPLOYEES ANALYZED BY OCCUPATIONAL GROUPS FOR SELECTED TYPES OF OPERATION

(Figures are for week ending October 26, 1935, except where such period was not representative. In such cases one week of representative employment is given. Establishments which reported irregular employment for occasional months and those having no paid employees are not included.)

AREA AND TYPE OF OPERATION	Establishments analyzed (see Table 3-A)			Number of executives**	Office and clerical employees (Full-time only)		Inside selling employees (Full-time only)		Outside selling employees (Full-time only)		Warehouse employees (Full-time only)		Other employees (Full-time only)	
	Number	Full-time employees	Full-time pay roll for week*		Number	Pay roll for week	Number	Pay roll for week	Number	Pay roll for week	Number	Pay roll for week	Number	Pay roll for week
PACIFIC														
CALIFORNIA														
Full-service and Limited-Function Wholesalers	5,884	51,355	$1,621,240	3,143	11,216	$300,334	5,300	$158,035	10,826	$395,907	10,210	$239,417	10,660	$258,068
Manufacturers' Sales Branches	978	14,994	583,200	390	4,314	127,891	573	24,579	5,117	262,643	2,602	67,047	1,998	59,152
Manufacturers' Sales Offices	226	1,490	66,726	36	514	13,382	129	4,771	678	40,817	--	--	133	3,801
Agents and Brokers	1,036	3,546	136,081	407	1,417	36,869	303	10,946	821	37,198	212	4,624	386	9,888
OREGON														
Full-Service and Limited-Function Wholesalers	664	5,552	175,434	468	1,298	33,870	548	15,909	1,109	40,833	1,303	30,230	826	21,096
Manufacturers' Sales Branches	141	1,790	68,296	39	524	15,148	69	3,691	547	28,320	313	8,195	298	9,578
Manufacturers' Sales Offices	24	109	4,214	2	43	x	13	x	46	x	--	--	5	x
Agents and Brokers	116	398	15,253	69	163	4,447	20	526	98	4,020	26	672	22	694
WASHINGTON														
Full-Service and Limited-Function Wholesalers	1,245	11,011	351,882	913	2,505	64,691	1,076	30,453	2,010	80,248	2,391	54,948	2,116	59,031
Manufacturers' Sales Branches	249	2,917	104,859	58	753	21,186	160	5,711	1,003	47,560	583	14,835	360	10,400
Manufacturers' Sales Offices	43	181	7,859	4	57	x	10	x	108	x	--	--	2	x
Agents and Brokers	290	950	38,668	171	442	12,671	48	1,802	163	6,631	42	1,044	84	2,302

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* Including pay roll of executives and salaried corporation officers. ** Includes salaried corporation officers. (X) Fewer than 300 employees not analyzed by occupational groups. (See text)

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 3-A.--ANALYSIS OF WEEKLY EMPLOYMENT AND PAY ROLL BY SELECTED TYPES OF OPERATION

(Figures are for week ending October 26, 1935, except where such period was not representative. In such cases one week of representative employment is given. Establishments which reported irregular employment for occasional months and those having no paid employees are not included.)

AREA AND TYPE OF OPERATION	Total, all establishments					Establishments analyzed in Table 3-B			Establishments not analyzed in Table 3-B		
	Number of establishments	Full-time employees		Part-time employees		Number of establishments	Full-time employees		Number of establishments	Full-time employees	
		Number	Pay roll for week	Number	Pay roll for week		Number	Pay roll for week		Number	Pay roll for week
BALTIMORE, MARYLAND											
Full-Service and Limited-Function Wholesalers	1,043	9,693	$257,125	593	$6,416	930	8,105	$213,662	113	1,588	$43,463
Manufacturers' Sales Branches	126	3,042	100,318	121	2,017	107	2,703	86,941	19	339	13,377
Manufacturers' Sales Offices	47	371	19,370	4	58	37	265	14,076	10	106	5,294
Agents and Brokers	172	616	21,666	58	553	154	549	19,105	18	67	2,561
BOSTON, MASSACHUSETTS											
Full-Service and Limited-Function Wholesalers	1,823	20,589	693,470	909	13,741	1,741	18,976	645,539	82	1,613	47,931
Manufacturers' Sales Branches	324	6,883	288,928	116	1,465	292	5,397	210,498	32	1,486	78,430
Manufacturers' Sales Offices	187	1,553	71,325	8	138	162	1,235	56,695	25	318	14,630
Agents and Brokers	495	1,930	81,515	110	1,389	481	1,760	73,083	14	170	8,432
BUFFALO, NEW YORK											
Full-Service and Limited-Function Wholesalers	520	5,719	171,887	286	4,640	494	5,346	159,966	26	373	11,921
Manufacturers' Sales Branches	114	1,899	69,467	101	1,438	94	1,620	59,812	20	279	9,655
Manufacturers' Sales Offices	72	503	19,901	5	178	62	426	16,958	10	77	2,943
Agents and Brokers	101	426	17,468	36	454	98	415	16,928	3	11	540
CHICAGO, ILLINOIS											
Full-Service and Limited-Function Wholesalers	3,653	50,307	1,650,982	2,506	37,991	3,448	46,672	1,519,905	205	3,635	131,077
Manufacturers' Sales Branches	695	20,391	839,652	416	6,609	628	18,226	750,281	67	2,165	89,371
Manufacturers' Sales Offices	396	5,457	261,274	74	1,409	340	4,309	211,720	56	1,148	49,554
Agents and Brokers	1,000	4,879	216,177	428	7,762	971	4,721	208,949	29	158	7,228
CLEVELAND, OHIO											
Full-Service and Limited-Function Wholesalers	1,191	13,097	428,223	712	8,181	1,123	11,434	374,452	68	1,663	53,771
Manufacturers' Sales Branches	228	5,075	204,306	130	2,803	205	4,094	163,911	23	981	40,395
Manufacturers' Sales Offices	167	1,136	59,556	12	221	142	964	51,488	25	172	8,068
Agents and Brokers	284	1,224	55,957	153	1,849	279	1,199	54,627	5	25	1,330
DETROIT, MICHIGAN											
Full-Service and Limited-Function Wholesalers	1,407	15,011	473,632	1,139	14,350	1,325	13,716	436,948	82	1,295	36,684
Manufacturers' Sales Branches	236	4,476	181,965	73	1,767	211	4,077	166,671	25	399	15,294
Manufacturers' Sales Offices	156	1,026	56,952	9	155	136	864	49,482	20	162	7,470
Agents and Brokers	288	1,073	48,583	134	1,780	281	1,054	47,944	7	19	639
LOS ANGELES, CALIFORNIA											
Full-Service and Limited-Function Wholesalers	2,246	23,323	706,836	1,517	22,184	2,143	21,592	657,408	103	1,731	49,428
Manufacturers' Sales Branches	371	6,043	229,549	180	2,746	333	5,539	210,394	38	504	19,155
Manufacturers' Sales Offices	109	741	31,547	5	124	91	470	21,097	18	271	10,450
Agents and Brokers	471	1,689	64,918	195	2,058	460	1,571	60,587	11	118	4,331
MILWAUKEE, WISCONSIN											
Full-Service and Limited-Function Wholesalers	711	8,066	249,021	519	6,007	679	7,446	230,395	32	620	18,626
Manufacturers' Sales Branches	113	2,732	88,031	32	400	99	1,908	64,125	14	824	23,906
Manufacturers' Sales Offices	51	363	14,226	10	353	45	266	10,857	6	97	3,369
Agents and Brokers	165	639	24,373	111	1,341	157	568	21,967	8	71	2,406
NEW YORK CITY											
Full-Service and Limited-Function Wholesalers	13,665	127,969	4,776,064	4,813	73,031	12,936	116,362	4,348,948	729	11,607	427,116
Manufacturers' Sales Branches	1,095	39,735	1,669,391	383	8,426	1,004	35,068	1,485,943	91	4,667	183,448
Manufacturers' Sales Offices	709	11,928	642,996	182	4,701	638	10,130	557,420	71	1,798	85,576
Agents and Brokers	2,984	18,830	902,576	843	13,646	2,840	16,818	799,127	144	2,012	103,449
PHILADELPHIA, PENNSYLVANIA											
Full-Service and Limited-Function Wholesalers	2,335	21,961	712,716	1,276	17,575	2,188	19,882	645,163	147	2,079	67,553
Manufacturers' Sales Branches	337	8,433	333,277	190	2,742	295	7,179	284,043	42	1,254	49,234
Manufacturers' Sales Offices	233	1,935	92,378	36	580	199	1,460	71,552	34	475	20,826
Agents and Brokers	550	2,216	94,217	261	3,854	534	1,979	80,168	16	237	14,049
PITTSBURGH, PENNSYLVANIA											
Full-Service and Limited-Function Wholesalers	834	9,175	283,147	458	5,635	766	8,036	246,617	68	1,139	36,530
Manufacturers' Sales Branches	190	4,069	156,696	61	693	174	3,699	141,786	16	370	14,910
Manufacturers' Sales Offices	131	1,177	59,085	4	63	109	821	40,469	22	356	18,616
Agents and Brokers	198	792	36,057	97	1,409	184	750	34,489	14	42	1,568
ST. LOUIS, MISSOURI											
Full-Service and Limited-Function Wholesalers	1,161	18,477	547,923	682	8,546	1,078	16,252	490,179	83	2,225	57,744
Manufacturers' Sales Branches	231	8,837	323,186	140	2,184	210	7,941	298,457	21	896	24,729
Manufacturers' Sales Offices	122	1,000	45,193	16	511	100	672	30,516	22	328	14,677
Agents and Brokers	334	1,074	42,488	107	1,501	320	996	39,395	14	78	3,093
SAN FRANCISCO, CALIFORNIA											
Full-Service and Limited-Function Wholesalers	1,508	17,049	595,150	936	15,742	1,425	15,527	544,786	83	1,522	50,364
Manufacturers' Sales Branches	386	7,362	298,227	224	3,365	345	6,455	263,308	41	907	34,919
Manufacturers' Sales Offices	135	1,124	51,996	19	422	111	872	38,993	24	252	13,003
Agents and Brokers	429	1,729	67,069	179	2,410	417	1,597	61,629	12	132	5,440

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 3-B.--NUMBER AND PAY ROLL OF FULL-TIME EMPLOYEES ANALYZED BY OCCUPATIONAL GROUPS FOR SELECTED TYPES OF OPERATION

(Figures are for week ending October 26, 1935, except where such period was not representative. In such cases one week of representative employment is given. Establishments which reported irregular employment for occasional months and those having no paid employees are not included.)

AREA AND TYPE OF OPERATION	Establishments analyzed (see Table 3-A)			Number of executives**	Office and clerical employees (Full-time only)		Inside selling employees (Full-time only)		Outside selling employees (Full-time only)		Warehouse employees (Full-time only)		Other employees (Full-time only)	
	Number	Full-time employees	Full-time pay roll for week*		Number	Pay roll for week	Number	Pay roll for week	Number	Pay roll for week	Number	Pay roll for week	Number	Pay roll for week
BALTIMORE, MARYLAND														
Full-Service and Limited-Function Wholesalers	930	8,105	$213,662	557	1,780	$38,678	846	$21,384	1,603	$55,397	1,615	$29,665	1,704	$30,310
Manufacturers' Sales Branches	107	2,703	86,941	43	600	16,579	98	4,161	677	32,233	274	6,495	1,011	23,281
Manufacturers' Sales Offices	37	265	14,076	x	x	x	x	x	x	x	--	--	x	x
Agents and Brokers	154	549	19,105	81	199	5,316	71	1,910	92	4,487	34	521	72	1,248
BOSTON, MASSACHUSETTS														
Full-Service and Limited-Function Wholesalers	1,741	18,976	645,539	1,771	4,470	111,851	2,282	68,345	3,485	143,241	3,647	89,273	3,321	78,403
Manufacturers' Sales Branches	292	5,397	210,498	90	1,576	44,841	282	11,928	1,810	97,398	917	23,112	722	20,402
Manufacturers' Sales Offices	162	1,235	56,695	33	511	14,605	85	3,604	558	32,158	--	--	48	2,122
Agents and Brokers	481	1,760	73,083	270	692	16,661	145	6,254	458	20,649	84	2,104	111	2,896
BUFFALO, NEW YORK														
Full-Service and Limited-Function Wholesalers	494	5,346	159,966	465	1,215	27,585	402	10,866	1,005	35,984	1,064	23,001	1,195	27,876
Manufacturers' Sales Branches	94	1,620	59,812	22	486	14,312	57	2,897	570	27,492	292	7,691	193	5,556
Manufacturers' Sales Offices	62	426	16,958	10	194	4,497	27	920	180	9,782	--	--	15	680
Agents and Brokers	98	415	16,928	81	148	3,620	48	2,177	69	3,290	35	830	34	944
CHICAGO, ILLINOIS														
Full-Service and Limited-Function Wholesalers	3,448	46,672	1,519,905	3,462	11,890	302,797	3,591	111,518	8,952	374,299	9,798	209,382	8,979	204,090
Manufacturers' Sales Branches	628	18,226	750,281	337	5,933	175,718	809	34,165	5,763	332,565	3,231	87,409	2,153	67,090
Manufacturers' Sales Offices	340	4,309	211,720	135	1,936	60,982	178	8,749	1,806	109,389	--	--	254	9,378
Agents and Brokers	971	4,721	208,949	695	1,899	53,037	402	18,378	1,068	52,886	155	3,964	502	14,741
CLEVELAND, OHIO														
Full-Service and Limited-Function Wholesalers	1,123	11,434	374,452	1,054	2,467	61,345	784	23,729	2,442	104,190	2,710	60,881	1,977	44,491
Manufacturers' Sales Branches	205	4,094	163,911	130	1,288	38,590	142	6,012	1,395	72,232	574	14,838	565	17,730
Manufacturers' Sales Offices	142	964	51,488	59	336	9,729	50	2,770	469	27,874	--	--	50	1,678
Agents and Brokers	279	1,199	54,627	186	454	11,840	90	3,502	301	14,566	83	2,274	85	2,236
DETROIT, MICHIGAN														
Full-Service and Limited-Function Wholesalers	1,325	13,716	436,948	1,037	2,858	72,682	1,226	33,424	2,648	115,374	3,005	67,492	2,942	65,096
Manufacturers' Sales Branches	211	4,077	166,671	46	1,147	37,834	200	8,083	1,535	82,443	707	19,619	442	13,631
Manufacturers' Sales Offices	136	864	49,482	22	299	10,654	73	3,599	415	30,725	--	--	55	2,193
Agents and Brokers	281	1,054	47,944	126	372	9,608	46	2,174	293	16,628	104	2,740	113	2,940
LOS ANGELES, CALIFORNIA														
Full-Service and Limited-Function Wholesalers	2,143	21,592	657,408	1,322	4,473	117,325	2,163	64,605	4,640	161,994	4,379	98,212	4,615	102,225
Manufacturers' Sales Branches	333	5,539	210,394	141	1,508	43,213	208	8,434	1,900	97,958	990	25,192	792	21,328
Manufacturers' Sales Offices	91	470	21,097	10	156	4,081	40	1,217	224	13,697	--	--	40	1,273
Agents and Brokers	460	1,571	60,587	192	536	13,068	174	5,985	397	17,147	100	2,008	172	4,352
MILWAUKEE, WISCONSIN														
Full-Service and Limited-Function Wholesalers	679	7,446	230,395	876	1,561	35,383	503	14,003	1,533	55,792	1,430	32,106	1,543	35,206
Manufacturers' Sales Branches	99	1,908	64,125	125	581	13,507	100	3,864	529	24,968	332	8,444	241	7,099
Manufacturers' Sales Offices	45	266	10,857	x	x	x	x	x	x	x	--	--	x	x
Agents and Brokers	157	568	21,967	129	171	3,976	32	1,067	96	3,601	27	486	113	3,081
NEW YORK CITY														
Full-Service and Limited-Function Wholesalers	12,936	116,362	4,348,948	13,648	33,198	875,253	8,823	308,910	21,756	973,876	18,122	423,545	20,815	522,933
Manufacturers' Sales Branches	1,004	35,068	1,485,943	1,242	12,262	370,792	1,649	77,133	10,874	563,558	4,549	121,328	4,492	129,816
Manufacturers' Sales Offices	638	10,130	557,420	634	4,559	148,292	410	25,360	3,506	242,086	--	--	1,021	38,373
Agents and Brokers	2,840	16,818	799,127	2,390	8,472	237,533	1,025	56,245	3,456	194,059	523	13,287	952	27,985
PHILADELPHIA, PENNSYLVANIA														
Full-Service and Limited-Function Wholesalers	2,188	19,882	645,163	1,679	4,765	117,385	1,890	52,538	3,917	179,049	3,558	77,400	4,073	87,723
Manufacturers' Sales Branches	295	7,179	284,043	108	2,093	62,430	403	16,422	2,519	134,834	1,099	28,432	957	28,187
Manufacturers' Sales Offices	199	1,460	71,552	49	460	13,454	121	5,549	785	43,734	--	--	45	1,658
Agents and Brokers	534	1,979	80,168	298	752	18,828	246	8,824	417	20,148	131	3,183	135	2,923
PITTSBURGH, PENNSYLVANIA														
Full-Service and Limited-Function Wholesalers	766	8,036	246,617	623	1,932	45,208	844	24,815	1,561	62,574	1,708	36,954	1,368	28,822
Manufacturers' Sales Branches	174	3,699	141,786	51	1,038	32,338	167	7,971	1,243	64,591	669	17,710	531	14,280
Manufacturers' Sales Offices	109	821	40,469	14	335	11,410	47	1,447	393	25,094	--	--	32	1,234
Agents and Brokers	184	750	34,489	104	301	8,409	42	1,832	180	8,748	82	1,756	41	1,191
ST. LOUIS, MISSOURI														
Full-Service and Limited-Function Wholesalers	1,078	16,252	490,179	1,208	3,895	93,083	1,262	36,569	3,156	118,403	3,502	71,121	3,229	69,366
Manufacturers' Sales Branches	210	7,941	298,457	127	2,757	73,269	197	8,401	2,768	148,854	1,590	39,042	502	14,590
Manufacturers' Sales Offices	100	672	30,516	11	223	6,727	47	1,573	349	20,148	--	--	42	1,240
Agents and Brokers	320	996	39,395	190	374	8,877	86	2,852	212	9,570	71	1,697	63	1,271
SAN FRANCISCO, CALIFORNIA														
Full-Service and Limited-Function Wholesalers	1,425	15,527	544,786	1,040	4,399	121,951	1,428	46,244	3,044	128,013	3,097	77,575	2,519	69,514
Manufacturers' Sales Branches	345	6,455	263,308	158	2,170	65,988	227	11,538	2,170	117,736	1,033	26,255	697	20,996
Manufacturers' Sales Offices	111	872	38,993	24	328	8,506	87	3,464	359	21,989	--	--	74	2,028
Agents and Brokers	417	1,597	61,629	175	744	20,001	103	4,154	332	15,907	98	2,321	145	3,876

* Including pay roll of executives and salaried corporation officers. ** Includes salaried corporation officers. (X) Fewer than 300 employees not analyzed by occupational groups. (See text)

UNITED STATES DEPARTMENT OF COMMERCE
Daniel C. Roper, Secretary

BUREAU OF THE CENSUS
William L. Austin, Director

CENSUS OF BUSINESS: 1935

WHOLESALE DISTRIBUTION

VOLUME VI

BUSINESS-SIZE GROUPS AND ANALYSIS OF OPERATING EXPENSES

WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS ONLY

APRIL, 1937

UNITED STATES DEPARTMENT OF COMMERCE

Daniel C. Roper, Secretary

BUREAU OF THE CENSUS

William L. Austin, Director

CENSUS OF BUSINESS: 1935

Fred A. Gosnell, Chief Statistician
William A. Ruff, Assistant

This is one of a series of final volumes on Wholesale Distribution, part of the Census of Business. This volume is in three sections. In Section One, a brief analysis of the data is given together with a description of terms, methods of classification and a tabular summary (Table 1) of wholesale trade of the United States. Section Two (Table 4) analyzes net sales and operating expenses of wholesale merchants and industrial distributors, for the various kinds of business, by business size groups. In Section Three (Table 5) total operating expenses of wholesale merchants and industrial distributors are analyzed to show administrative, selling, delivery, warehouse, occupancy and other expenses separately. The data are presented by kinds of business, and are limited to establishments with sales of more than $100,000.

The statistics were collected in 1936 by a field canvass of wholesale establishments in every State, city and county in the United States, by the Bureau of the Census, with funds provided by the Works Progress Administration. They cover the operations of wholesalers during the year 1935.

Section Two of this volume corresponds in part to Table 7 (Wholesale Volumes I to VII) of the 1933 Census of American Business and to Table 11 (Distribution Volume II) of the Fifteenth Census of the United States (1929).

Wholesale trade reports are prepared under the supervision of John Guernsey, Distribution Economist for the Census Bureau, by John Albright, assisted by Dr. Albert Haring, Edwin P. Slabaugh and John J. Lennon.

WHOLESALE DISTRIBUTION: 1935

ARRANGEMENT AND CONTENTS OF VOLUMES

Volume I - Summary for the United States. Contains national summaries of the tabular data presented in the other volumes in detail; a description of the Wholesale Census, explanations of terms, classifications and tables; and an analysis of Wholesale Trade for 1935.

It also contains new matter not treated in greater detail elsewhere, including a section on legal form of organization, showing the basic data for individual proprietorships, partnerships, corporations and "other forms" separately by types of operation and kinds of business; an analysis of multi-unit wholesalers showing the number of establishments, net sales, expenses, employees and pay roll by ownership groups; and a summary of the number and nature of establishments owned by Negro proprietors.

Volume II - States and 25 Selected Cities. Presents number of establishments, net sales, expenses, personnel, pay roll and stocks for each State and for each of 25 selected wholesale trade centers (Table 1). The data are analyzed by types of operation and by kinds of business.

Volume III - Cities and Counties. Presents number of establishments, net sales, personnel and pay roll for each city of more than 5,000 population and for each county (Table 13). The data are analyzed by types of operation and by kinds of business for cities of more than 50,000 population (Table 12A) and by kinds of business for cities of 20,000 to 50,000 population (Table 12B).

Volume IV - Kinds of Business of Full-Service and Limited-Function Wholesalers, By States. Presents, by States, the number of establishments, net sales, expenses, personnel, pay roll and stocks for each of 29 kinds-of-business groups (Table 1A). In a separate section number of establishments, net sales, proprietors, employees and total pay roll are shown for 142 kinds of business, by States (Table 1B).

Volume V - Employment and Pay Roll.

a. Monthly employment data by kinds of business (Table 2).

b. Analysis of employment and pay roll by occupational groups (executive, office and clerical, selling, etc.) for a representative week of 1935 (Table 3).

Volume VI - Business Size Groups and Analysis of Operating Expenses:

a. Number of establishments, net sales and operating expenses of wholesale merchants and industrial distributors, by business size groups and kinds of business (Table 4).

b. Functional division of operating expenses (administrative, selling, etc.) of wholesale merchants and industrial distributors, by kinds of business (Table 5).

Volume VII - Credit Sales and Sales by Classes of Customers:

a. Credit business of full-service and limited-function wholesalers and of manufacturers sales branches, by kinds of business (Table 6).

b. Business of wholesale establishments analyzed to show sales to retailers, to industrial users, to household consumers, to other wholesale organizations and sales for export separately (Table 7). The data are presented by types of operation and kinds of business.

Volume VIII - Commodity Sales: Analysis of sales of wholesale establishments by commodities or lines of merchandise (Table 8). Data are shown for 100 major commodity lines, many of which are subdivided into detailed commodity items. In this volume the relative importance of the various commodities is shown for each of the 29 kind-of-business groups

Special Subject Reports: Special reports will be issued in which the available Census data are assembled and analyzed. Among those in preparation, the completion of which is subject to the limitations of time and budget, are:

Cooperative and Voluntary Group Wholesaling (Grocery Trade)
Drug Wholesaling
Electrical Wholesaling
Tobacco Wholesaling
Wholesaling of Wines and Liquors
Wholesaling of Tires and Tubes

WHOLESALE DISTRIBUTION: 1935

VOLUME VI

BUSINESS SIZE GROUPS AND ANALYSIS OF OPERATING EXPENSES

****

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WHOLESALE DISTRIBUTION: 1935

VOLUME VI

BUSINESS-SIZE GROUPS

AND

ANALYSIS OF OPERATING EXPENSES

This volume, which presents for wholesale merchants and industrial distributors combined, net sales and total operating expenses by business-size groups and a functional analysis of operating expenses, is in three parts. In Section One, a brief analysis of the data is given together with an explanation of terms and methods of classification and a tabular summary (Table 1) of the Wholesale Trade data of the United States. Section Two (Table 4) analyzes net sales and total operating expenses for the various kinds of business of wholesale merchants and industrial distributors by business-size groups. In Section Three (Table 5), total operating expenses of these types of establishments are analyzed to show administrative, selling, delivery, warehouse, occupancy and other expenses separately. The data are presented by kinds of business for establishments whose sales in 1935 exceeded $100,000.

The data in this volume are limited to wholesale merchants and industrial distributors. The importance of these two as compared with other types of wholesale establishments is apparent from a study of Table 1, Page 17. These types were selected because of their similarity and because one or both are found in every line of trade. Together they account for approximately 45 percent of the number and 35 percent of the sales of all wholesale establishments.

SECTION ONE

BUSINESS-SIZE GROUPS

SALES OF LARGE ESTABLISHMENTS DOMINATE.--Of the 79,333 wholesale merchant and industrial distributor establishments in the United States, 2,367 or 3.0 percent reported sales of $1,000,000 or over for the year 1935. The sales of these million-dollar establishments amounted to $5,490,696,000 or 37.1 percent of the total. When all establishments with sales in excess of $500,000 are considered, we find that they accounted for 55.7 percent of net sales but only 8.0 percent of the places of business.

As was to be expected, the majority of the establishments are found in the lower size groups, 37,530 or 47.3 percent reporting sales of less than $50,000 for the year. Over three-fifths (64.2%) of the establishments reported sales of less than $100,000 but their business amounted to only 11.3 percent of the total. Stated differently, 60 percent of the establishments, the smaller ones, did 10 percent of the business, while approximately 10 percent of the establishments, the larger ones, accounted for 60 percent of the total volume.

EXPENSE RATIO DECREASES AS SIZE INCREASES.--One of the most significant analyses made possible by Table 4 is a study of operating expenses as related to size of business. As shown in the accompanying table, expenses per dollar of sales for the under-$50,000 group were exactly twice those of the group over one million. The expense ratio for all kinds of business combined shows a constant but gradual decline as we move from the smaller to the larger size group, ranging from 21.0 to 10.5. The decline is at a diminishing rate, however, for the upper brackets.

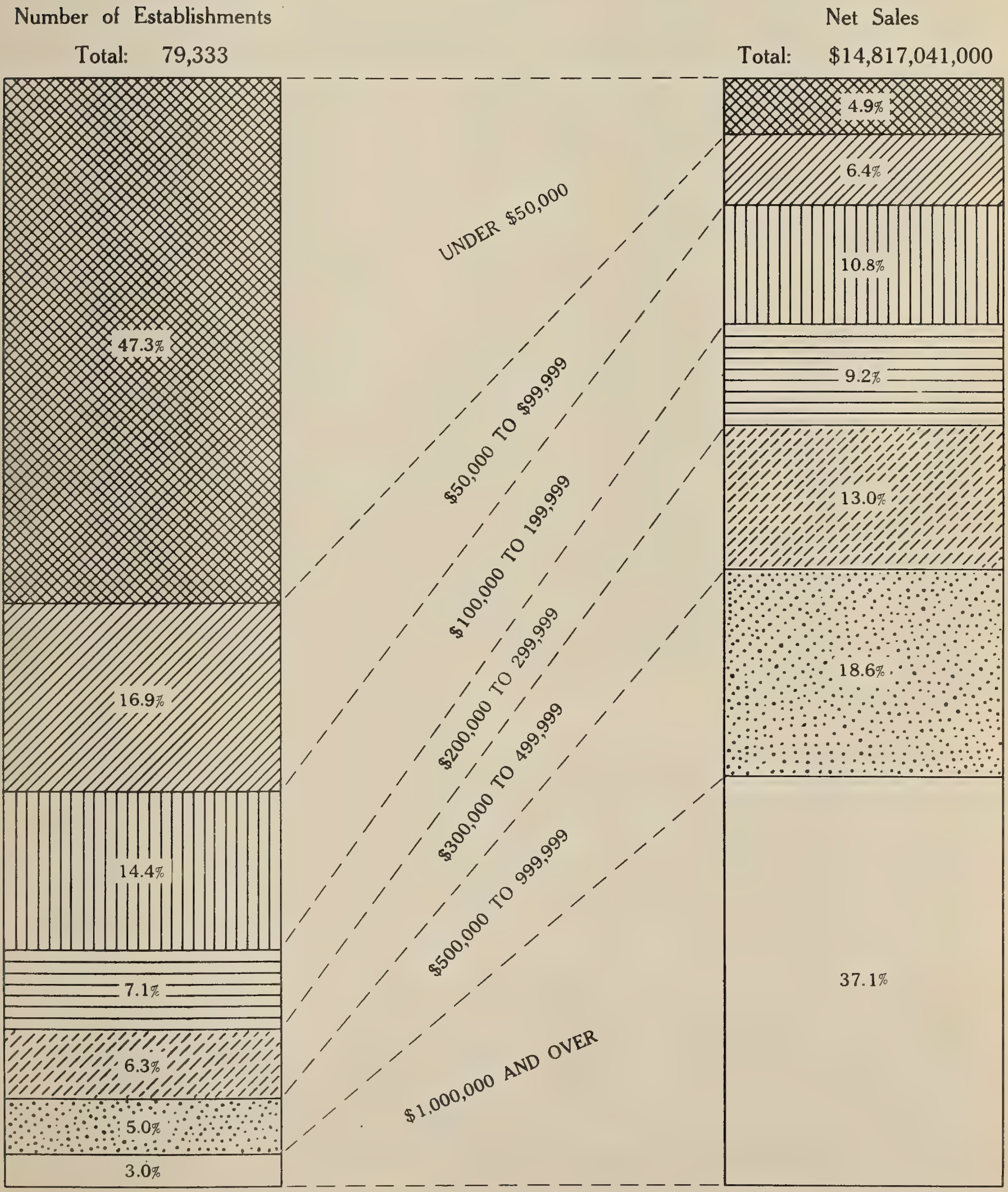
A summary of the number of establishments, net sales and operating expenses by business-size groups, for all kinds of business combined, follows:

Business-Size Groups (based upon net sales)	Establishments		Net Sales		Operating Expenses	
	Number	Percent of total	Amount (add 000)	Percent of total	Amount (add 000)	Percent to sales
Total, all establishments	79,333	100.0	$14,817,041	100.0	$1,973,760	13.3
Under $50,000	37,530	47.3	721,344	4.9	151,768	21.0
$50,000 to $99,999	13,389	16.9	951,984	6.4	180,384	18.9
$100,000 to $199,999	11,389	14.4	1,606,085	10.8	270,509	16.8
$200,000 to $299,999	5,614	7.1	1,364,065	9.2	201,661	14.8
$300,000 to $499,999	5,038	6.3	1,929,714	13.0	255,678	13.2
$500,000 to $999,999	4,006	5.0	2,753,153	18.6	339,782	12.3
$1,000,000 and over	2,367	3.0	5,490,696	37.1	573,978	10.5

While it is true, in general, that expense per dollar of sales decreases as size increases, the rule does not hold for all trades. In the case of groceries, for example, the optimum size (minimum expense ratio) appears in the $200,000 to $299,999 group. For this trade, the highest ratios for those with sales of more than $100,000 are found in the two largest groups. Likewise, the optimum size for tobacco products lies between $500,000 and $1,000,000, while for dry goods, full line, the cost ratio remains constant in the upper brackets. When establishments with sales of less than $50,000 are eliminated, a study of the United States summary Table 4 shows that, of the 142 kinds of business into which merchants and distributors are classified, expense ratios for 68 declined rather consistently as the size increased, while for 32, the ratio seems to be indifferent to size. In 31 of the kinds of business, the optimum size appears to be less than a million dollars. For 11 of the trades no definite trend could be determined because of the limited number of establishments.

WHOLESALE DISTRIBUTION: 1935

CHART 1 -- ESTABLISHMENTS AND SALES OF WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS BY BUSINESS SIZE GROUPS



The following tabulation shows operating expenses expressed in percent to sales for a number of more or less homogeneous trades, by business-size groups;

Business-Size Groups (based upon net sales)	Expenses (Percent to Sales)						
	Total, all trades	Automobiles	Beer	Groceries (full line)	Hardware (full line)	Industrial equipment (full line)	Tobacco and its products
United States Total	13.3	8.6	14.6	9.2	17.9	19.0	5.5
Under $50,000	21.0	16.7	16.2	11.1	21.2	26.8	7.6
$50,000 to $99,999	18.9	18.0	15.6	9.5	22.5	24.5	7.4
$100,000 to $199,999	16.8	11.1	15.3	8.6	20.9	22.0	6.6
$200,000 to $299,999	14.8	10.8	13.7	8.3	19.9	20.0	5.4
$300,000 to $499,999	13.2	10.3	12.8	8.4	18.2	18.6	5.4
$500,000 to $999,999	12.3	9.3	13.0	8.7	17.7	18.4	5.0
$1,000,000 and over	10.5	8.1	11.4	10.2	17.4	18.6	5.5

In studying the influence of size upon cost, it should be remembered that there are other factors affecting expenses, such as location of establishment, activities performed (processing or retailing), lines of merchandise handled, customers served, legal form of organization, sales radius, credit policy, etc. While the effects of these factors tend to offset one another in the large number of establishments for some trades, their influences become apparent in others. The expense ratio for full-line hardware establishments under $50,000, for example, is 21.2 percent as compared with 22.5 percent for the $50,000 to $99,999 group. This increase may be explained in part by the inclusion of a relatively large number of proprietor-owned establishments in the smaller brackets. The operating expenses of these establishments include no allowance for the services of proprietors. Persons familiar with the various trades will, no doubt, recognize some of the factors which caused the ratios to appear irregular.

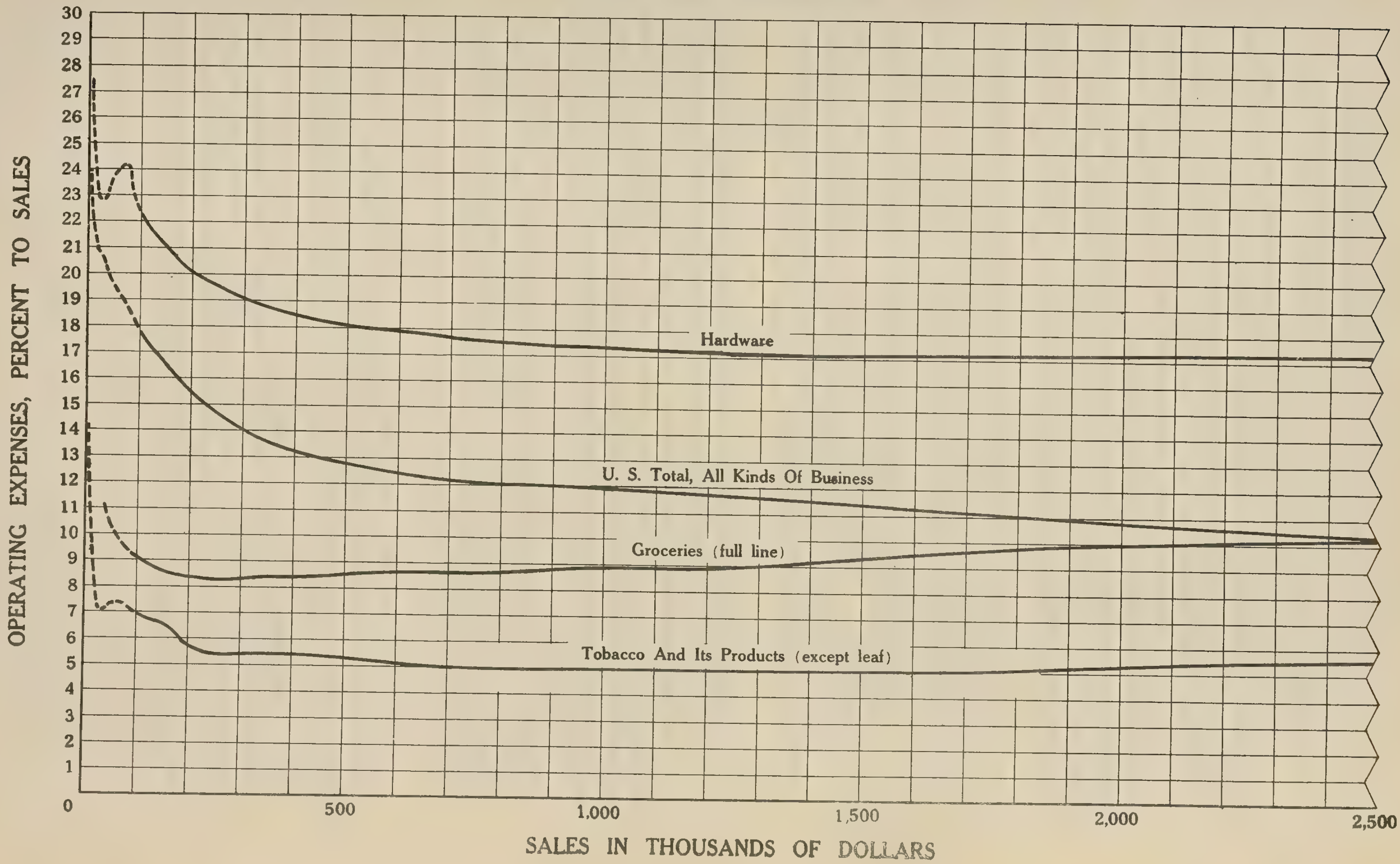
Following the United States summary in Section Two, the influence of location as well as size is studied. For the 29 kind-of-business groups, the size data are presented by geographic divisions and for the 13 largest cities. Analyzed in this fashion, the peculiarities of individual establishments tend to become apparent as well as the influence of size and location. Hence, the ratios may not follow any given pattern. Studied in this fashion, allowances should be made also for the fact that some of the 29 trade groups lack homogeneity. (See page 30.)

Some interesting facts are brought to light when the totals for the 13 largest cities are compared with those for the country as a whole. For instance, in the automotive trade (see page 41), all size groups considered together, the expense ratio for the cities is lower than for the country. This reflects the predominance of the larger establishments, particularly automobile distributors, in the urban centers because, when the various size groups are considered separately, the ratio for the cities is higher for each size group than for the country as a whole.

WHOLESALE DISTRIBUTION: 1935

CHART II--RATIO OF OPERATING EXPENSES TO NET SALES BY BUSINESS SIZE GROUPS WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

(Based upon arithmetic mean)



ANALYSIS OF OPERATING EXPENSES

As in the case of employment and pay roll for a representative week, data were collected in this census for the first time on operating expenses by functional divisions. Wholesale merchants and industrial distributors with annual sales in excess of $50,000 were asked to analyze their accounts and report their administrative, selling, delivery, warehouse, occupancy and other expenses separately. It was found, however, that the accounting methods in vogue in most of the houses with sales of less than $100,000 did not lend themselves to this type of analysis. The study is limited, therefore, to those with annual sales of $100,000 or more.

Table 5 (page 71) presents the analysis of operating expenses by functional divisions for the various kinds of business into which wholesale merchants and industrial distributors are classified. One of the important contributions of this table to the theory of cost variation lies in the analysis of operating expenses for a number of the more homogeneous kinds of business by functional divisions and by size of business. For 18 trades, the functional analysis is given for the following five-business size groups: $100,000 to $199,999; $200,000 to $299,999; $300,000 to $499,999; $500,000 to $999,999; and $1,000,000 and over.

GROCERY TRADE ANALYZED.--The analysis of expenses carries significance when considered in connection with a given kind of business. To illustrate the use of Table 5, the grocery trade is selected. Of the 2,885 full-line merchants with sales of $100,000 or more, 1,857 analyzed their operating expenses by functional divisions. These 1,857 establishments reported sales of $1,260,377,000 and operating expenses amounting to $117,481,000, or 9.3 percent of sales. Stated differently, it cost $9.30 to market a representative bill of goods amounting to $100. The $9.30 is divided as follows: $2.40 for administrative expenses; $2.50 for selling expenses; $1.10 for delivery; $1.30 for warehouse; $1.00 for occupancy charges; and $1.00 for miscellaneous expenses.

The 1,857 grocery merchants are classified by size groups as follows: 272 in the first size group ($100,000 to $199,999), 337 in the second size group ($200,000 to $299,999); 489 in the third ($300,000 to $499,999); 480 in the fourth ($500,000 to $999,999); while 279 had sales of $1,000,000 or over. Whereas, for the group as a whole, it cost $9.30 to market a representative bill-of-goods amounting to $100, the smallest size group shows expenses of $9.60; the second group, $8.80; third, $8.60; fourth, $8.70; and the million-dollar houses $9.90. For those reporting an analysis of expenses, the ratio is lowest in the $300,000 to $499,999 group, after which it rises.

While the census data do not reveal the cause of the rise, they do show that increases occur in administrative, selling, delivery and warehouse expenses, with the largest increases in selling and warehouse costs. As selling expenses are composed largely of advertising and of salesmen's salaries and expenses,the emphasis upon private brands or too extensive sales areas are possible explanations of the higher distribution costs.

The analysis of expenses of 1,857 full-line grocery merchants by functional divisions and business-size groups follows:

Business-size group	Number of establishments	Net sales (add 000)	Operating expenses (percent to net sales)						
			Total	1	2	3	4	5	6
Total	1,857	$1,260,377	9.3	2.4	2.5	1.1	1.3	1.0	1.0
$100,000 to $199,999	272	41,267	9.6	2.4	2.3	1.3	1.0	1.2	1.4
$200,000 to $299,999	337	84,054	8.8	2.3	2.2	1.1	.9	1.0	1.3
$300,000 to $499,999	489	191,377	8.6	2.2	2.1	1.0	1.1	1.0	1.2
$500,000 to $999,999	480	331,718	8.7	2.3	2.3	1.0	1.1	.9	1.1
$1,000,000 and over	279	611,961	9.9	2.6	2.8	1.3	1.5	.9	.8

1 - Administrative expenses
2 - Selling expenses
3 - Delivery expenses
4 - Warehouse expenses
5 - Occupancy expenses
6 - Other expenses

INDUSTRIAL DISTRIBUTORS ANALYZED.--Of the 1,633 industrial distributors in the United States in 1935, 420 analyzed their expenses by functional divisions. These 420 establishments reported sales of $205,370,000 and expenses amounting to $35,455,000, or 17.3 percent of sales. The 420 distributors are classed by size as follows: 131 with sales of $100,000 to $199,999; 75 from $200,000 to $299,999; 93 from $300,000 to $499,999; 85 from $500,000 to $999,999; and 36 with sales of a million dollars or more. The expense ratio shows a constant decline from 20.8 for the smallest size group to 16.4 for the million-dollar group. An important factor in the decrease is a drop in administrative expenses from 7.1 to 4.9. Selling expenses remain fairly constant for the groups above $300,000. In contrast to the other divisions of expenses, warehousing costs show marked increases in the upper brackets.

The functional analysis of operating expenses for 420 industrial distributors is presented by business-size groups below:

Business-size group	Number of establishments	Net sales (add 000)	Operating expenses (percent to net sales						
			Total	1	2	3	4	5	6
Total	420	$205,370	17.3	5.6	5.6	.9	1.8	1.9	1.5
$100,000 to $199,999	131	18,665	20.8	7.1	5.9	1.2	1.6	2.7	2.3
$200,000 to $299,999	75	18,238	19.6	7.0	5.9	1.2	1.5	1.9	2.1
$300,000 to $499,999	93	36,418	16.9	5.8	5.4	.9	1.4	2.0	1.4
$500,000 to $999,999	85	59,196	16.7	5.4	5.6	.8	1.6	1.9	1.4
$1,000,000 and over	36	72,853	16.4	4.9	5.6	.9	2.3	1.5	1.2

1 - Administrative expenses
2 - Selling expenses
3 - Delivery expenses
4 - Warehouse expenses
5 - Occupancy expenses
6 - Other expenses

DESCRIPTION OF TERMS

To assist in the understanding of the data in this report, the following explanation of terms is given.

NUMBER OF ESTABLISHMENTS.--The number of establishments as shown in this volume represents the number of places of business of wholesale merchants and industrial distributors engaged primarily in marketing goods at wholesale. Each place of business of multi-unit organizations is counted separately.

NET SALES.--The term "net sales" as used here includes total receipts from the sale of merchandise and services, and from other sources normal to the operation of the business. Sales taxes are included. The value of goods returned by, or allowances made to, customers has been deducted.

BUSINESS SIZE GROUPS.--In this report, the size of an establishment is measured in terms of net sales. In presenting the data by trades, the establishments have been grouped by size as follows:

Business-Size Group	Net Sales
I	Under $50,000
II	$50,000 to $99,999
III	$100,000 to $199,999
IV	$200,000 to $499,999
V	$500,000 to $999,999
VI	$1,000,000 and over

In the United States summary, the data are presented for nine size groups, described on page 29.

OPERATING EXPENSES (TOTAL).--The total includes expenses incurred during the year 1935 by the reporting establishments. It covers total pay roll, as well as other expenses incident to the operation of the business. The amount does not include charges to capital accounts, cost of goods sold, nor income taxes. In the case of unincorporated businesses, no compensation is included for the services of proprietors and firm members.

ADMINISTRATIVE EXPENSES.--This classification includes the general administrative expenses not chargeable directly to any one division. In general, it includes executives, and officers, salaries and expenses; office salaries; superintendency; office supplies and stationery; postage, telephone and telegraph; professional services (legal and auditing); taxes (local and State) except income and sales taxes; depreciation (furniture and fixtures); dues, subscriptions and donations; collection expenses, etc.

SELLING EXPENSES.--Direct expenses incurred in selling the merchandise are included here. Provision was made for showing delivery expenses, as defined below, separately. Selling expenses include such items as salesmen's salaries, commissions and bonuses; salesmen's travelling expenses; advertising; insurance; and depreciation on salesmen's automobiles.

DELIVERY EXPENSES.--Delivery expenses include costs incurred in transferring the merchandise from the warehouse or place of storage to the customer, such as outward freight, express, parcel post, trucking and insurance on merchandise being delivered.

WAREHOUSE EXPENSES.--Here are included the costs of operating the warehouse or stockroom, such as salaries of warehouse employees, boxing and packing costs, etc.

OCCUPANCY EXPENSES.--This group includes all expenses arising from the use and maintenance of the store buildings, fixtures and equipment. It includes maintenance labor, heating, light, power and water. Where the premises are not owned, rent is included. Respondents owning the premises which they occupy were instructed to include such items as building repairs and supplies, insurance and taxes on building, and depreciation on building. No establishment was included in the analysis of operating expenses unless an amount appeared under this inquiry.

The proper distinction between warehouse and occupancy expenses was in many cases difficult to make. Particularly was this true where all the activities were housed in one building and where it was necessary to allocate expenses. Also, the question of yard storage was somewhat confusing, as some respondents included such cost under warehouse expenses while others considered them as occupancy. For most kinds of business, however, the amount of overlapping represents a minor portion of the total for either classification.

OTHER EXPENSES.--Included here are those operating expenses not classified above, such as interest on bank loans, losses from bad debts, etc.

TYPES OF OPERATION DEFINED

Of the 33 types of operation included in the Census of Wholesale Trade (see Table 1) only two, wholesale merchants and industrial distributors, are included in this report.

WHOLESALE MERCHANTS.--This functional type classification is a subdivision of the group referred to in other Census reports as "full-service and limited function wholesalers". Wholesale merchants are usually known as "wholesalers", but the term is used here in a more restricted sense, to cover full-service wholesalers performing their functions primarily in a domestic market. They are merchant middlemen who sell goods principally to retailers and to industrial and commercial users. They buy and sell merchandise on their own accounts; carry stocks in their places of business; assemble in large lots and redistribute, usually through salesmen, in smaller quantities; extend credit to customers; and render advice to the trade. In some lines of business, particularly where the merchandise is of a perishable nature or derived from unstandardized production, wholesale merchants also perform the functions of grading and standardization. Although they sell primarily to retailers, substantial quantities of merchandise are also sold by them to industrial and commercial users such as restaurants, hotels, public institutions, public utilities, manufacturers and to other wholesalers.

For Census purposes no distinction is made between the terms "wholesale merchant" and "jobber".

INDUSTRIAL DISTRIBUTORS.--Industrial distributors are distinguished from wholesale merchants by the fact that they sell primarily to industrial users rather than to retailers. For Census purposes, the term is limited to establishments dealing in a more or less complete line of equipment and/or supplies and materials for mines, factories, oil wells, contractors, public utilities and other industrial users. They are found in the following kind-of-business classification: Automotive; hardware; machinery, equipment and supplies; metals and metal work (except scrap); plumbing and heating equipment and supplies; and "all other products".

KINDS OF BUSINESS

Each establishment is classified by kind business (drugs, groceries, hardware, etc.) according to the principal lines of merchandise dealt in or the usual trade designation. All wholesale merchants and industrial distributors are divided into 29 major kind-of-business groups. These 29 groups are comprised of 142 detailed classifications according to the degree of merchandise specialization. A complete list of the kinds of business appears in the United States Summary, Table 4, Page 32.

TABLE 1

This table presents in summary for the United States the number of establishments, net sales, operating expenses, personnel, pay roll and stocks; first for the 33 types of operation and then for each of 6 major types, by 29 kind-of-business groups. A study of this table reveals the importance of the two types of operation included in Tables 4 and 5.

CENSUS OF
BUSINESS

WHOLESALE DISTRIBUTION: 1935
UNITED STATES SUMMARY
TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
TOTALS, 1935:	176,756	$42,802,913	$4,163,480	97,225	1/ 1,260,553	1/ $2,022,262	1/ $1,976,337	1/ $45,925	2/ $3,106,609
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	88,931	17,661,691	2,228,347	61,586	759,556	1,162,275	1,139,130	23,145	2,067,649
Wholesale merchants**	77,700	14,372,164	1,900,821	54,484	661,615	1,007,048	986,744	20,304	1,656,141
Voluntary-group wholesalers	128	100,569	9,402	33	3,420	5,481	5,442	39	13,444
Converters	502	284,121	24,541	235	5,634	12,273	12,130	143	46,374
Exporters	513	571,490	51,598	340	7,369	12,831	12,257	574	75,328
Importers	2,241	1,068,234	98,475	1,313	21,834	46,461	45,947	514	147,738
Industrial distributors	1,633	444,877	72,939	309	24,724	41,578	41,039	539	94,811
Cash and carry wholesalers	577	74,152	3,353	201	12,483	1,785	1,761	24	6,148
Drop shippers or desk jobbers	1,031	365,926	23,545	497	4,901	12,252	11,869	383	3,511
Mail-order wholesalers	189	13,984	3,226	151	1,188	1,339	1,289	50	2,116
Retailer-cooperative warehouses	161	153,398	9,383	--	3,646	5,245	5,208	37	14,865
Wagon distributors	4,256	212,776	31,064	4,023	12,742	15,982	15,444	538	7,173
MANUFACTURERS' SALES BRANCHES (With stocks)	11,634	7,446,014	881,155	299	211,280	402,706	398,738	3,968	596,558
MANUFACTURERS' SALES OFFICES (Without stocks)	4,196	3,620,074	239,889	149	42,895	106,093	105,266	827	--
BULK TANK STATIONS (PETROLEUM)	27,333	2,704,047	391,095	3,546	1/	1/	1/	1/	157,687
Independent stations	3,880	298,627	37,147	3,075	12,901	17,460	16,929	531	13,667
Chain-operated stations	17,017	2,002,546	284,859	471	78,258	129,461	128,032	1,429	122,718
Commission stations	6,436	402,874	69,089	--	1/	1/	1/	1/	21,302
AGENTS AND BROKERS	18,147	8,908,076	256,749	14,950	68,285	129,866	125,415	4,451	89,565
Auction companies	609	382,857	10,692	630	6,585	6,094	4,740	1,354	2,716
Brokers	3,922	2,889,546	39,411	3,255	9,885	20,396	20,002	394	10,810
Commission merchants	3,135	2,662,491	67,364	2,818	18,298	34,104	33,089	1,015	30,486
Export agents	496	276,506	14,638	305	3,851	6,382	6,306	76	3,802
Import agents	335	212,573	10,357	207	1,272	3,134	3,064	70	5,478
Manufacturers' agents	7,548	768,619	44,092	6,557	14,300	23,995	22,906	1,089	12,902
Selling agents	1,712	1,439,710	63,412	885	11,759	31,228	30,802	426	23,179
Other agents	390	275,774	6,783	293	2,335	4,533	4,506	27	192
ASSEMBLERS	26,515	2,463,011	166,245	16,695	87,378	74,401	62,827	11,574	195,150
Country buyers of farm products	10,813	646,147	32,981	10,635	21,028	14,795	12,584	2,211	88,633
Cream stations	3,619	29,854	1,479	2,239	2,232	1,033	882	151	222
Cooperative marketing associations	2,117	955,727	60,318	--	22,692	23,406	20,504	2,902	58,557
Elevators (grain)	8,462	600,363	30,147	2,751	16,164	15,160	13,769	1,391	41,756
Packers and shippers	1,504	230,920	41,320	1,070	25,262	20,007	15,088	4,919	5,982
BY KINDS OF BUSINESS:									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	88,931	17,661,691	2,228,347	61,586	759,556	1,162,275	1,139,130	23,145	2,067,649
Amusement and Sporting Goods	1,068	117,045	21,308	641	7,076	12,092	11,811	281	14,223
Cameras and motion picture eqpt. & spls.	74	4,897	1,033	44	407	624	606	18	915
Moving picture films	191	38,268	6,063	43	1,623	3,447	3,396	51	1,420
Sporting goods (full line)	134	17,020	3,631	78	1,275	1,982	1,963	19	4,053
Toys, novelties and fireworks	461	35,393	6,974	349	2,543	4,102	3,987	115	5,166
All other	208	21,467	3,607	127	1,228	1,937	1,859	78	2,669
Automotive	5,672	780,424	131,401	3,363	49,514	75,276	74,539	737	107,830
Automobiles and other motor vehicles	399	378,726	36,051	130	11,316	19,118	18,942	176	23,782
Automotive equipment	4,840	349,186	87,265	2,932	35,511	52,042	51,546	496	74,867
Tires and tubes	433	52,512	8,085	301	2,687	4,116	4,051	65	9,181
Beer, Wines and Liquors	5,496	698,511	91,814	4,298	31,380	43,682	42,485	1,197	55,043
Beer and other fermented malt liquors	4,016	281,259	40,791	3,496	15,379	18,379	17,604	775	9,974
Wines and liquors	1,480	417,252	51,023	802	16,001	25,303	24,881	422	45,069
Chemicals and Paints	1,426	275,301	46,008	627	10,741	20,530	20,191	339	32,559
Dyestuffs	57	15,816	4,160	18	675	1,694	1,690	4	1,697
Explosives	26	1,615	286	12	121	149	125	24	291
Industrial chemicals	204	80,310	9,922	40	2,349	5,350	5,281	69	8,452
Naval stores	36	33,148	1,683	3	470	849	833	16	2,817
Paints and varnishes	772	66,328	15,063	370	4,997	7,931	7,786	145	12,855
All other	331	78,084	14,894	184	2,129	4,557	4,476	81	6,447

(continued on next page)

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* Includes no compensation for proprietors and firm members of unincorporated businesses. ** Figures differ from those shown in other volumes by the amounts appearing for cash and carry wholesalers.

CENSUS OF
BUSINESS

WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000) Total	Pay Roll* (add 000) Full-time	Pay Roll* (add 000) Part-time	Stocks on hand, end of year (add 000)
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (continued)									
Clothing and Furnishings	3,960	$648,881	$88,577	3,177	25,383	$46,350	$45,761	$589	$73,495
Clothing and/or furnishings (full line)	574	65,505	9,407	523	3,057	4,976	4,894	82	8,948
Men's and boys'	1,001	117,443	16,124	874	4,743	8,270	8,113	157	17,137
Women's and children's	1,085	233,602	31,344	775	8,639	17,044	16,901	143	18,253
Furs, dressed and fur clothing	277	33,093	3,919	266	813	1,848	1,800	48	3,772
Hosiery	202	35,657	3,942	173	1,140	1,909	1,876	33	3,931
Millinery and millinery supplies	360	42,161	7,095	236	2,281	3,775	3,700	75	4,538
Shoes and other footwear	461	121,420	16,746	330	4,710	8,528	8,477	51	16,916
Coal and Coke	773	368,695	34,955	292	8,847	16,464	15,861	603	26,052
Drugs (full line)	295	324,113	41,274	36	15,077	22,465	22,399	66	55,348
Drugs and Drug Sundries (specialty lines)	1,268	123,469	25,760	774	8,010	12,420	12,212	208	13,206
Drug specialties	342	29,554	4,844	229	1,964	2,701	2,665	36	3,998
Patent medicines	215	21,995	4,110	111	1,110	1,898	1,855	43	1,356
Toilet articles and preparations	426	40,671	11,140	256	3,465	5,536	5,443	93	3,822
All other	285	31,249	5,666	178	1,471	2,285	2,249	36	4,030
Dry Goods (full line)	306	265,724	38,426	164	14,272	22,030	21,944	86	46,295
Dry Goods (specialty lines)	3,301	719,676	82,228	2,477	22,652	43,398	42,919	479	118,548
Notions	915	96,778	17,876	712	6,082	10,387	10,251	136	16,740
Piece goods	1,873	593,867	59,691	1,304	14,908	30,393	30,103	290	96,491
All other	513	29,031	4,661	461	1,662	2,618	2,565	53	5,317
Electrical Goods	2,438	576,542	99,460	1,051	30,088	52,495	51,924	571	75,424
Electrical merchandise (full line)	419	184,233	26,933	39	8,405	14,787	14,697	90	26,669
Apparatus and equipment	199	20,931	4,415	104	1,719	2,643	2,595	48	3,041
Wiring supplies and construction material	734	76,859	14,455	354	5,331	8,352	8,136	216	13,053
Radios, refrigerators and appliances	1,086	294,519	53,657	554	14,633	26,713	26,496	217	32,661
Farm Products - raw materials	2,199	1,562,487	105,198	1,557	21,693	34,200	31,953	2,247	235,379
Cotton	263	518,244	34,807	206	2,406	5,204	5,062	142	68,582
Grain	474	483,949	27,080	234	5,888	9,983	9,764	219	74,997
Hides, skins, and furs (raw)	874	189,342	15,282	696	5,668	7,004	6,703	301	24,266
Horses and mules	9	1,056	148	13	29	36	36	—	85
Livestock	26	2,557	329	28	113	167	154	13	316
Silk (raw)	16	67,393	2,059	9	223	879	877	2	9,229
Tobacco (leaf)	224	73,938	10,732	137	6,071	5,156	3,801	1,355	25,532
Wool and mohair	135	156,173	9,261	121	1,439	3,442	3,313	129	24,827
All other	178	69,835	5,500	113	1,856	2,329	2,243	86	7,545
Farm Products - consumer goods	11,188	1,941,059	213,552	10,128	77,316	107,165	104,118	3,047	47,140
Dairy products	2,178	427,966	72,198	1,284	25,161	37,459	37,111	348	9,853
Poultry and poultry products	1,778	230,602	18,124	1,712	7,750	8,517	7,999	518	5,884
Dairy and poultry products	1,019	304,576	24,995	822	8,373	12,912	12,571	341	8,229
Fruits and vegetables (fresh)	6,164	972,532	97,704	6,265	35,813	47,973	46,133	1,840	22,895
All other	49	5,383	531	45	219	304	304	—	299
Farm Supplies	1,433	281,731	35,100	892	12,739	16,566	15,840	726	33,213
Feed	951	149,087	14,001	633	5,524	6,768	6,572	196	11,244
Fertilizer	78	32,015	3,289	50	562	1,006	970	36	2,909
Seeds	354	90,759	16,848	186	6,290	8,348	7,882	466	18,289
All other	50	9,870	962	23	363	444	416	28	771
Furniture and House Furnishings	1,959	243,457	43,345	1,335	13,978	23,106	22,737	369	50,742
China, glassware and crockery	321	33,497	8,226	196	2,728	4,577	4,532	45	6,657
Floor coverings	366	89,021	12,321	202	3,551	6,144	6,086	58	22,559
Furniture (household and office)	375	38,164	7,626	249	2,542	4,074	3,971	103	5,917
House furnishings (except as specified)	784	69,327	11,151	643	3,875	6,051	5,917	134	11,746
Musical instruments and sheet music	113	13,448	4,021	45	1,282	2,260	2,231	29	3,863
General Merchandise	209	361,647	28,076	122	9,266	13,942	13,782	160	34,052
Groceries (full line)	3,833	1,953,762	173,757	1,443	67,563	98,077	97,352	725	242,071

(continued on next page)

* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF
BUSINESS

WHOLESALE DISTRIBUTION: 1935
UNITED STATES SUMMARY
TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (continued)									
Groceries and Foods (specialty lines)	12,156	$1,682,961	$209,791	10,434	79,646	$108,429	$105,838	$2,591	$132,811
Canned goods	291	77,222	10,556	222	2,608	4,280	4,280	--	9,724
Coffee, tea and spices	964	220,488	36,029	591	11,631	18,547	18,400	147	25,493
Confectionery	2,070	111,867	13,447	1,986	6,598	7,602	7,381	221	9,198
Fish and sea foods	1,285	120,054	22,337	1,078	8,497	11,481	10,925	556	6,510
Flour	505	77,909	7,369	365	2,459	3,413	2,835	578	5,005
Meats and meat products	2,218	441,852	46,634	2,171	16,283	24,847	24,415	432	12,583
Soft drinks	429	20,815	3,936	333	1,636	2,150	2,075	75	1,486
Sugar	126	62,382	3,260	57	1,154	1,702	1,640	62	3,498
Other food and grocery specialties	4,268	550,372	66,223	3,631	28,780	34,407	33,887	520	59,314
Hardware	1,129	428,249	77,981	454	30,741	46,178	45,851	327	106,980
Hardware (full line)	610	387,020	69,255	137	27,387	41,214	40,980	234	97,427
Hardware (specialty lines)	519	41,229	8,726	317	3,354	4,964	4,871	93	9,553
Jewelry and Optical Goods	1,801	180,685	35,481	1,300	11,105	19,185	18,973	212	47,213
Jewelry (full line)	224	42,107	6,999	174	2,031	3,513	3,470	43	12,700
Clocks and watches	160	29,198	5,230	110	1,044	2,542	2,483	59	4,045
Diamonds and other precious stones	274	27,732	3,256	280	568	1,272	1,252	20	12,759
Other jewelry specialties	758	53,834	9,678	611	3,098	5,354	5,284	70	13,141
Optical goods	385	27,814	10,318	125	4,364	6,504	6,484	20	4,568
Lumber and Construction Materials	2,817	491,857	82,051	1,251	27,245	42,813	40,839	1,974	63,652
Builders' supplies (full line)	504	76,051	16,162	212	5,758	8,740	8,134	606	10,733
Lumber and millwork	1,597	339,092	48,013	701	15,170	24,356	23,633	723	41,410
Brick, tile and terra cotta	119	8,732	1,882	48	577	943	908	35	1,414
Cement, lime and plaster	130	18,956	3,424	54	1,220	1,757	1,689	68	1,532
Glass	262	21,638	6,684	154	2,707	4,080	3,864	216	5,300
Sand, gravel and crushed stone	110	10,257	2,920	50	952	1,434	1,293	141	1,040
All other	95	17,131	2,966	32	861	1,503	1,318	185	2,223
Machinery, Equipment and Supplies	7,198	835,647	171,511	3,705	57,140	95,410	93,625	1,785	157,474
Commercial mchnry., eqpt. and spls.									
Office (except furniture)	194	14,308	4,194	131	1,656	2,472	2,425	47	2,040
Store, restaurant and hotel	673	44,860	11,757	464	4,443	6,738	6,589	149	7,567
All other	68	5,195	1,090	39	402	656	646	10	585
Farm and dairy machinery and equipment	336	45,250	8,153	181	2,818	4,327	4,237	90	9,047
Industrial equipment and supplies									
Industrial (full line)	189	79,828	15,176	20	5,282	8,800	8,735	65	18,420
Belting, hose and packing	168	12,281	3,092	66	959	1,779	1,750	29	1,976
Power transmission equipment	66	6,778	1,610	21	530	918	896	22	1,353
Rope, cordage and twine	56	14,087	1,535	33	465	952	941	11	1,394
All other	1,028	102,508	21,282	552	7,248	12,240	11,985	255	17,379
Industrial machinery									
Construction (including road building)	277	53,831	10,310	87	3,027	5,358	5,251	107	8,646
Machine tools	79	10,689	1,852	41	603	1,091	1,077	14	2,259
Mining and quarrying	87	11,184	2,098	37	717	1,210	1,183	27	2,586
Oil well and oil refining	759	152,273	16,799	157	4,650	8,163	7,889	274	27,168
Power plant	65	5,806	1,328	40	444	799	771	28	867
Textile	48	5,149	1,333	20	453	862	854	8	874
Used machinery and equipment	192	11,851	3,323	143	1,235	1,821	1,736	85	2,891
All other	354	24,292	6,379	205	2,143	3,728	3,611	117	4,816
Professional equipment and supplies									
Dental	256	23,202	6,528	110	2,416	4,120	4,100	20	6,406
Surgical, medical and hospital	203	26,033	7,410	78	2,313	4,286	4,263	23	4,481
All other	252	30,121	7,513	139	2,553	3,999	3,937	62	7,021
Service equipment and supplies									
Barber and beauty parlor	645	38,348	12,063	470	4,495	6,733	6,664	69	7,838
Laundry	138	21,768	4,802	35	1,276	2,581	2,551	30	2,688
Upholsterers'	200	25,636	5,887	101	1,746	3,033	2,989	44	6,764
All other	623	34,516	8,457	411	3,359	5,046	4,937	109	6,005
Transportation equipment and supplies									
Aircraft and aeronautical	15	1,445	285	3	108	191	189	2	323
Railroad	33	16,588	3,691	7	601	1,535	1,515	20	1,522
Boats (including motor, sail & steam)	71	5,447	1,094	47	372	611	603	8	1,245
All other	123	12,373	2,470	67	826	1,361	1,301	60	3,313

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* Includes no compensation for proprietors and firm members of unincorporated businesses.

WHOLESALE DISTRIBUTION: 1935
UNITED STATES SUMMARY

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (continued)									
Metals and Metal Work (except scrap)	810	$281,996	$37,315	307	10,623	$19,324	$19,026	$298	$39,939
Iron and steel (except structural)	345	114,884	20,572	121	5,078	9,994	9,915	79	16,719
Structural iron and steel	93	18,965	3,877	22	1,541	2,342	2,291	51	3,358
Wire, wire fence and wire rope	61	7,759	1,152	30	477	655	590	65	1,078
Copper	19	4,635	488	12	145	262	261	1	667
Sheet metal products	179	40,243	6,253	78	2,155	3,402	3,341	61	5,520
Other metals and metal work	113	95,510	4,973	44	1,227	2,669	2,628	41	12,597
Paper and Its Products	2,549	408,935	74,843	1,417	25,605	44,459	43,957	502	57,933
Wrapping or coarse paper and products	1,572	291,576	49,837	914	17,307	30,149	29,869	280	39,320
Fine or printing and writing paper	211	62,540	11,153	54	3,197	6,764	6,730	34	8,689
Stationery and stationery supplies	504	38,209	8,487	337	3,359	5,003	4,876	127	6,411
Wall paper	262	16,610	5,366	112	1,742	2,543	2,482	61	3,513
Petroleum and Its Products	674	132,399	17,137	389	4,437	8,089	7,977	112	6,485
Plumbing and Heating Eqpt. and Spls.	1,743	243,173	48,202	636	16,919	26,851	26,396	455	50,812
Plumbing and heating (full line)	508	119,862	22,480	63	7,729	12,321	12,167	154	26,454
Heating (including stoves and ranges)	224	24,682	5,623	103	1,850	3,157	3,098	59	4,547
Plumbing fixtures, equipment and spls.	865	88,465	17,531	392	6,369	9,744	9,533	211	18,391
All other	146	10,164	2,568	78	971	1,629	1,598	31	1,420
Tobacco and Its Products (except leaf)	2,253	783,368	42,853	1,859	14,687	21,547	21,315	232	40,902
Waste Materials	4,793	399,664	58,093	4,405	29,461	30,482	29,230	1,252	34,117
Iron and steel scrap	1,456	166,181	20,731	1,320	9,059	10,525	10,080	445	14,845
Junk and scrap (full line)	1,537	79,537	13,288	1,541	8,236	7,131	6,679	452	8,293
Waste paper, rags and rubber	1,578	125,994	21,587	1,369	11,413	11,673	11,349	324	9,528
Nonferrous metals	222	27,952	2,487	175	753	1,153	1,122	31	1,451
All Other Products	4,184	550,233	72,850	3,052	26,352	39,250	38,275	975	68,711
Books, periodicals and newspapers	636	108,550	20,454	338	9,060	12,005	11,687	318	8,445
Flowers and nursery stock	539	25,124	5,048	482	1,934	2,593	2,513	80	1,367
Forest products (except lumber)	550	80,373	8,497	437	2,873	4,492	4,354	138	8,355
Leather and leather goods	1,057	104,873	13,834	856	4,487	7,208	7,106	102	18,235
Oils and greases (animal and vegetable)	77	43,212	3,409	36	674	1,635	1,626	9	5,527
Rubber (crude)	27	62,436	2,761	5	333	1,077	1,077	--	12,255
Textiles and materials other than dry goods	305	35,445	5,263	262	2,392	2,972	2,889	83	4,590
Yarns	175	41,562	3,800	115	1,183	1,999	1,949	50	4,100
Miscellaneous kinds of business	818	48,658	9,784	521	3,416	5,269	5,074	195	5,837
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	11,634	7,446,014	881,155	299	211,280	402,706	398,738	3,968	596,558
Amusement and Sporting Goods	241	102,090	19,228	--	5,456	9,304	9,282	22	11,836
Moving picture films	93	42,408	8,395	--	2,471	4,710	4,704	6	4,297
Sporting goods (full line)	58	14,863	4,485	--	992	1,414	1,405	9	2,459
Toys, novelties and fireworks	16	4,838	1,046	--	275	494	489	5	723
All other	74	39,981	5,302	--	1,718	2,686	2,684	2	4,357
Automotive	896	1,261,865	90,159	6	23,611	45,242	44,867	375	68,563
Automobiles and other motor vehicles	432	1,006,177	57,474	--	15,340	28,633	28,397	236	44,930
Automotive equipment	193	46,950	7,690	6	1,989	3,900	3,876	24	5,198
Tires and tubes	271	208,738	24,995	--	6,282	12,709	12,594	115	18,435
Beer, Wines and Liquors	377	265,812	37,390	6	5,284	11,533	11,468	65	19,759
Beer and other fermented malt liquors	261	68,275	13,319	6	2,697	4,979	4,954	25	2,501
Wines and liquor	116	197,537	24,071	--	2,587	6,554	6,514	40	17,258
Chemicals and Paints	561	427,535	64,137	12	10,945	25,427	25,179	248	36,117
Dyestuffs	33	33,614	4,403	--	651	2,088	2,088	--	2,149
Explosives	43	32,377	4,217	--	606	1,679	1,675	4	2,435
Industrial chemicals	73	122,582	12,052	--	1,328	3,373	3,361	12	7,344
Paints and varnishes	265	168,189	30,531	2	6,455	12,802	12,628	174	19,158
All other	147	70,773	12,934	10	1,905	5,485	5,427	58	5,031

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* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF
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WHOLESALE DISTRIBUTION: 1935
UNITED STATES SUMMARY

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (continued)									
Clothing and Furnishings	345	$282,163	$34,296	82	8,205	$18,195	$18,092	$103	$38,915
Clothing and/or furnishings	20	8,917	1,151	--	347	725	709	16	1,172
Men's and boys'	137	98,279	13,219	35	2,792	6,533	6,507	26	16,707
Women's and children's	103	47,808	5,944	41	1,303	3,447	3,433	14	4,487
Furs, dressed and fur clothing	5	622	65	4	21	41	41	--	75
Hosiery	14	13,550	1,469	--	473	747	747	--	1,429
Millinery and millinery supplies	11	1,320	244	1	77	118	117	1	158
Shoes and other footwear	55	111,667	12,204	1	3,192	6,584	6,538	46	14,887
Coal and Coke	10	8,331	1,470	--	359	694	692	2	261
Drugs and Drug Sundries	270	128,468	33,997	11	7,050	13,566	13,544	22	11,924
Drug specialties	115	73,163	17,234	--	4,198	8,773	8,766	7	7,440
Patent medicines	38	23,391	8,485	2	634	1,397	1,394	3	1,502
Toilet articles and preparations	99	27,153	7,269	4	2,070	3,063	3,057	6	2,714
All other	18	4,761	1,009	5	148	333	327	6	268
Dry Goods	208	180,322	19,532	28	4,690	10,207	10,163	44	36,700
Electrical Goods	428	349,819	31,685	6	7,832	17,676	17,554	122	21,800
Farm Products - consumer goods	327	71,570	17,555	5	4,313	7,129	7,056	73	2,527
Farm Supplies	74	31,785	4,831	2	917	1,830	1,815	15	2,679
Feed	30	2,904	301	2	121	160	156	4	200
Fertilizer	39	28,409	4,446	--	774	1,621	1,610	11	2,398
All other	5	472	84	--	22	49	49	--	81
Furniture and House Furnishings	250	78,959	10,888	17	2,473	4,980	4,921	59	8,739
Floor coverings	50	28,443	2,917	--	544	1,116	1,093	23	4,277
Furniture (household and office)	121	32,292	4,276	6	1,112	2,251	2,222	29	1,820
House furnishings (except as specified)	72	15,867	3,106	10	706	1,315	1,308	7	1,989
All other	7	2,357	589	1	111	298	298	--	653
Groceries and Foods (specialty lines)	3,102	2,252,166	202,190	32	51,576	87,265	86,224	1,041	82,245
Canned goods	230	161,838	21,418	--	4,348	8,701	8,489	212	11,090
Coffee, tea and spices	14	12,338	2,373	--	322	673	665	8	352
Confectionery	81	37,096	3,626	3	974	1,910	1,896	14	2,125
Flour	165	122,086	7,537	3	2,197	3,746	3,695	51	5,410
Meats and meat products	937	1,080,929	64,497	11	22,650	33,540	33,084	456	30,433
Soft drinks	31	6,843	2,590	5	732	1,344	1,269	75	573
All other	1,644	831,036	100,149	10	20,353	37,351	37,126	225	32,262
Hardware	62	18,327	2,770	1	714	1,453	1,443	10	3,954
Jewelry and Optical Goods	249	91,458	10,921	10	3,102	5,366	5,357	9	11,405
Jewelry	43	72,507	3,722	10	753	1,824	1,817	7	7,995
Optical goods	206	18,951	7,199	--	2,349	3,542	3,540	2	3,410
Lumber and Construction Materials	261	112,792	18,684	8	5,510	10,253	9,816	437	13,485
Builders' supplies (full line)	45	32,474	5,623	--	1,272	2,732	2,732	--	2,385
Lumber and millwork	38	13,186	2,295	6	565	1,198	1,186	12	3,362
Brick, tile and terra cotta	44	5,403	1,156	1	276	549	535	14	794
Cement, lime and plaster	27	11,452	2,452	--	403	953	948	5	1,812
Sand, gravel and crushed stone	4	118	32	--	16	19	15	4	82
All other	103	50,159	7,126	1	2,978	4,802	4,400	402	5,050
Machinery, Equipment and Supplies	2,642	693,362	145,642	28	43,085	83,199	82,282	917	112,269
Commercial mchnry., eqpt. and spls.									
Office (except furniture)	955	108,920	34,510	1	13,308	26,701	26,572	129	11,838
Store, restaurant and hotel	81	18,935	5,662	5	1,542	2,766	2,550	216	1,424
Farm and dairy machinery and equipment	252	193,308	35,280	--	8,873	14,041	13,691	350	38,146

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* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF
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WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000) Total	Pay Roll* (add 000) Full-time	Pay Roll* (add 000) Part-time	Stocks on hand, end of year (add 000)
Machinery, Equipment and Spls. (continued)									
Industrial equipment and supplies									
Industrial (full line)	7	$3,693	$563	--	237	$346	$345	$1	$979
Belting, hose and packing	51	26,869	3,479	3	975	2,132	2,114	18	1,787
Power transmission equipment	81	7,206	1,064	--	389	716	710	6	784
Rope, cordage and twine	18	6,863	707	--	134	339	307	32	1,184
All other	316	95,162	16,262	1	5,140	9,214	9,200	14	13,712
Industrial machinery									
Construction (including road building)	81	18,645	3,160	--	676	1,493	1,489	4	2,227
Machine tools	21	7,369	1,103	--	269	514	514	--	583
Mining and quarrying	52	22,179	2,970	--	617	1,705	1,704	1	1,588
Oil well and oil refining	150	28,038	2,796	4	752	1,392	1,346	46	8,607
Power plant	9	5,919	624	--	124	296	295	1	306
Textile	20	16,068	4,991	--	1,264	3,617	3,617	--	2,150
All other	91	41,422	7,833	--	2,722	5,115	5,089	26	11,959
Professional equipment and supplies									
Dental	38	11,220	2,680	--	770	1,486	1,486	--	2,334
Surgical, medical and hospital	117	18,869	4,269	2	1,043	2,250	2,249	1	3,288
All other	24	3,789	848	--	274	553	552	1	444
Service equipment and supplies									
Barber and beauty parlor	18	3,598	1,042	6	204	454	448	6	161
Laundry	50	14,871	3,648	--	875	2,308	2,250	58	2,719
Upholsterers'	43	6,192	1,304	--	265	565	565	--	937
All other	158	31,316	9,907	6	2,471	4,680	4,673	7	4,870
Transportation equipment and supplies	9	2,911	940	--	161	516	516	--	242
Metals and Metal Work (except scrap)	271	243,350	23,986	5	7,041	12,685	12,615	70	42,027
Iron and steel (except structural)	110	108,011	13,342	--	3,984	6,993	6,950	43	17,616
Structural iron and steel	43	22,063	3,326	1	1,258	2,108	2,106	2	5,710
Wire, wire fence and wire rope	50	27,282	2,094	2	517	1,050	1,032	18	2,114
Sheet metal products	23	19,350	2,341	1	662	896	894	2	1,645
All other	45	66,644	2,883	1	620	1,638	1,633	5	14,942
Paper and Its Products	206	150,420	18,490	6	4,433	9,168	9,148	20	14,354
Petroleum and Its Products	56	18,175	3,801	--	814	1,910	1,904	6	1,981
Plumbing and Heating Equipment and Spls.	367	102,251	21,310	8	6,313	9,701	9,461	240	17,885
Tobacco and Its Products (except leaf)	65	407,526	50,103	7	3,380	7,007	7,007	--	12,261
All Other Products	366	167,468	18,090	19	4,177	8,916	8,848	68	24,872
Books, periodicals and newspapers	48	19,531	5,493	3	1,362	2,774	2,772	2	4,999
Forest products (except lumber)	39	12,170	1,678	1	357	707	693	14	2,017
Leather and leather goods	90	59,745	4,239	6	942	2,141	2,118	23	8,105
Oils and greases (animal and vegetable)	29	29,639	1,026	--	162	441	441	--	1,021
Textiles and materials other than dry goods	25	19,389	2,208	--	398	1,213	1,212	1	5,045
Yarns	17	18,915	1,480	1	372	759	759	--	2,897
Miscellaneous kinds of business	118	8,079	1,966	8	584	881	853	28	788
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	4,196	3,620,074	239,889	149	42,895	106,093	105,266	827	--
Amusement and Sporting Goods	140	119,173	19,265	1	5,552	10,311	10,309	2	--
Moving picture films	131	84,930	12,127	--	4,069	6,444	6,442	2	--
All other	9	34,243	7,138	1	1,483	3,867	3,867	--	--
Automotive	36	53,549	3,575	--	688	1,687	1,686	1	--
Beer, Wines and Liquors	37	81,280	9,248	--	928	2,470	2,470	--	--
Chemicals and Paints	209	190,157	18,822	1	2,484	7,164	7,127	37	--
Clothing and Furnishings	208	101,042	7,572	52	1,286	3,823	3,784	39	--
Coal and Coke	6	11,526	348	--	48	136	136	--	--

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WHOLESALE DISTRIBUTION: 1935
UNITED STATES SUMMARY

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000) Total	Pay Roll* (add 000) Full-time	Pay Roll* (add 000) Part-time	Stocks on hand, end of year (add 000)
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS) (continued)									
Drugs and Drug Sundries (specialty lines)	31	$9,940	$2,135	8	518	$1,024	$1,014	$10	--
Dry Goods (specialty lines)	133	225,476	8,182	9	1,685	4,491	4,472	19	--
Notions	22	11,818	787	2	266	586	586	--	--
Piece goods	107	212,323	7,154	5	1,315	3,806	3,788	18	--
All other	4	1,335	241	2	104	99	98	1	--
Electrical Goods	263	137,180	8,367	1	1,655	4,377	4,285	92	--
Farm Products - consumer goods	5	3,350	696	--	57	109	109	--	--
Farm Supplies	33	17,043	2,293	1	343	673	651	22	--
Furniture and House Furnishings	114	56,079	4,547	17	598	1,643	1,635	8	--
Groceries and Foods (specialty lines)	206	253,777	34,223	6	3,243	7,010	7,004	6	--
Hardware	31	10,072	926	1	216	541	540	1	--
Jewelry and Optical Goods	41	6,515	644	7	146	402	400	2	--
Lumber and Construction Materials	277	169,299	18,868	6	4,421	9,994	9,932	62	--
Machinery, Equipment and Supplies	1,146	492,453	31,111	19	6,714	17,847	17,616	231	--
Commercial mchnry., eqpt. and spls.	316	21,647	4,823	9	1,649	3,653	3,523	130	--
Farm and dairy machinery and equipment	9	686	149	--	43	56	56	--	--
Industrial equipment and supplies	312	272,174	9,301	--	1,617	4,598	4,579	19	--
Industrial machinery	345	98,949	10,821	6	2,261	6,234	6,159	75	--
Professional equipment and supplies	44	3,626	1,216	--	294	689	689	--	--
Service equipment and supplies	72	35,779	2,624	--	501	1,284	1,281	3	--
Transportation equipment and supplies	48	59,592	2,177	4	349	1,333	1,329	4	--
Metals and Metal Work (except scrap)	476	1,021,883	29,371	4	5,502	15,703	15,625	78	--
Paper and Its Products	181	136,843	7,988	3	1,069	3,282	3,195	87	--
Petroleum and Its Products	25	46,880	7,017	1	955	2,350	2,350	--	--
Plumbing and Heating Equipment and Spls.	178	22,954	3,130	3	666	1,497	1,441	56	--
Tobacco and Its Products (except leaf)	128	316,336	7,993	1	1,356	2,781	2,781	--	--
All Other Products	292	137,267	13,568	8	2,765	6,778	6,704	74	--
Books, periodicals and newspapers	106	31,788	7,909	2	1,716	3,663	3,660	3	--
Forest products (except lumber)	70	29,751	1,599	2	339	1,051	1,049	2	--
Leather and leather goods	22	10,620	522	2	127	320	319	1	--
Oils and greases (animal and vegetable)	6	6,513	205	--	33	130	130	--	--
Textiles and materials other than dry goods	15	6,950	477	--	89	281	271	10	--
Yarns	22	46,254	1,416	--	223	681	630	51	--
Miscellaneous kinds of business	51	5,391	1,440	2	238	652	645	7	--
BULK TANK STATIONS									
Petroleum and Its Products	27,333	2,704,047	391,095	3,546	1/	1/	1/	1/	$157,687
AGENTS AND BROKERS	18,147	8,908,076	256,749	14,950	68,285	129,866	125,415	4,451	89,565
Amusement and Sporting Goods	245	23,931	3,277	216	807	1,542	1,514	28	333
Cameras & motion picture eqpt. & spls.	13	1,449	126	7	44	87	86	1	55
Moving picture films	40	4,291	1,641	19	310	708	704	4	18
Sporting goods (full line)	19	2,260	112	22	28	37	35	2	34
Toys, novelties and fireworks	137	13,065	1,185	138	362	590	578	12	193
All other	36	2,866	213	30	63	120	111	9	33
Automotive	448	66,681	4,038	397	995	1,691	1,647	44	2,423
Automobiles and other motor vehicles	32	14,970	616	26	157	305	304	1	239
Automotive equipment	392	45,393	2,300	350	747	1,213	1,172	41	912
Tires and tubes	24	6,318	1,122	21	91	173	171	2	1,272

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WHOLESALE DISTRIBUTION: 1935
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TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
AGENTS AND BROKERS (continued)									
Beer, Wines and Liquors	73	$21,473	$916	49	230	$482	$477	$5	$334
Beer and other fermented malt liquors	5	95	4	6	2	2	2	--	--
Wines and liquors	68	21,378	912	43	228	480	475	5	334
Chemicals and Paints	420	98,427	9,857	290	1,083	2,540	2,460	80	1,557
Dyestuffs	7	1,102	104	2	21	64	62	2	2
Explosives	9	335	64	3	20	27	26	1	16
Industrial chemicals	75	28,107	1,406	47	266	744	736	8	584
Naval stores	35	15,198	813	15	165	403	402	1	376
Paints and varnishes	70	6,524	431	51	142	275	249	26	31
All other	224	47,161	7,039	172	469	1,027	985	42	548
Clothing and Furnishings	1,203	417,123	13,033	1,133	3,734	7,807	7,722	85	786
Clothing and/or furnishings (full line)	163	71,941	2,710	153	723	1,667	1,659	8	74
Men's and boys'	177	29,812	1,222	178	312	647	637	10	155
Women's and children's	536	231,878	6,082	485	1,926	3,885	3,837	48	171
Furs, dressed and fur clothing	74	9,766	374	76	99	153	150	3	196
Hosiery	87	47,741	1,735	75	400	1,035	1,033	2	65
Millinery and millinery supplies	99	15,256	609	101	185	298	295	3	94
Shoes and other footwear	67	10,729	301	65	89	122	111	11	31
Coal and Coke	440	427,346	25,300	82	3,874	10,087	9,911	176	12,443
Drugs and Drug Sundries (specialty lines)	140	26,894	1,854	123	643	1,078	1,071	7	194
Drug specialties	38	10,365	445	32	145	248	245	3	92
Patent medicines	21	3,863	414	18	120	271	270	1	2
Toilet articles and preparations	59	6,948	548	53	229	280	277	3	37
All other	22	5,718	447	20	149	279	279	--	63
Dry Goods (full line)	14	23,061	289	11	78	174	173	1	5
Dry Goods (specialty lines)	938	1,015,100	28,403	814	5,851	15,817	15,723	94	12,528
Notions	113	28,003	3,787	106	743	1,466	1,449	17	4,654
Piece goods	767	981,461	24,397	650	5,044	14,252	14,177	75	7,854
All other	58	5,636	219	58	64	99	97	2	20
Electrical Goods	638	45,863	3,367	534	1,221	1,832	1,775	57	1,762
Electrical merchandise (full line)	7	1,269	68	6	25	38	34	4	24
Apparatus and equipment	148	9,367	716	113	270	417	408	9	338
Wiring supplies and construction material	233	20,351	1,304	192	441	722	704	18	1,014
Radios, refrigerators and appliances	250	14,876	1,279	223	485	655	629	26	386
Farm Products - raw materials	3,010	2,710,088	44,692	2,976	16,987	22,004	20,147	1,857	20,151
Cotton	476	334,791	5,589	479	1,054	1,781	1,734	47	8,945
Grain	414	599,343	6,066	271	1,465	3,198	3,161	37	798
Hides, skins and furs (raw)	183	64,667	1,705	154	479	947	909	38	1,290
Horses and mules	89	35,095	1,427	100	541	515	447	68	341
Livestock	1,262	1,243,651	17,437	1,381	6,781	9,214	8,613	601	2,466
Silk (raw)	14	8,223	179	8	31	83	82	1	103
Tobacco (leaf)	368	229,467	8,873	397	6,046	4,959	3,932	1,027	2,095
Wool and mohair	130	102,277	1,970	125	365	763	730	33	2,604
All other	74	92,574	1,446	61	225	544	539	5	1,509
Farm Products - consumer goods	1,484	766,282	28,907	1,182	8,123	14,989	14,420	569	5,109
Dairy products	35	30,285	585	25	95	271	265	6	153
Poultry and poultry products	163	76,601	2,668	126	756	1,494	1,411	83	753
Dairy and poultry products	68	52,462	1,018	40	251	481	465	16	542
Fruits and vegetables (fresh)	1,211	604,514	24,482	986	6,965	12,664	12,200	464	3,580
All other	7	2,420	154	5	56	79	79	--	81
Farm Supplies	287	87,342	2,218	249	529	975	948	27	342
Feed	143	56,115	1,430	118	312	614	599	15	86
Fertilizer	125	27,513	649	115	173	284	272	12	191
Seeds	12	2,976	98	8	32	61	61	--	39
All other	7	738	41	8	12	16	16	--	26

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* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF BUSINESS

WHOLESALE DISTRIBUTION: 1935
UNITED STATES SUMMARY

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
AGENTS AND BROKERS (continued)									
Furniture and House Furnishings	428	$75,283	$4,026	362	1,181	$2,352	$2,278	$74	$1,485
China, glassware and crockery	82	10,466	731	63	216	446	430	16	25
Floor coverings	64	18,175	917	38	244	575	553	22	1,027
Furniture (household and office)	136	14,420	1,235	123	408	717	692	25	307
House furnishings (except as specified)	142	31,900	1,110	132	307	603	592	11	119
Musical instruments and sheet music	4	322	33	6	5	11	11	--	7
General Merchandise	69	68,475	2,430	57	658	1,477	1,450	27	245
Groceries (full line)	21	11,565	262	17	79	135	135	--	120
Groceries and Foods (specialty lines)	2,219	1,796,819	26,516	1,743	7,044	14,602	14,408	194	11,233
Canned goods	482	294,404	5,887	356	1,563	3,306	3,265	41	3,079
Coffee, tea and spices	142	112,603	1,344	145	330	681	676	5	77
Confectionery	40	17,339	394	35	84	210	207	3	19
Fish and sea foods	63	33,060	766	46	196	429	418	11	304
Flour	123	65,606	1,006	119	232	445	434	11	165
Meats and meat products	56	91,120	758	52	168	385	382	3	73
Sugar	228	568,227	4,641	144	1,070	2,619	2,599	20	1,646
Other food and grocery specialties	1,085	614,460	11,720	846	3,401	6,527	6,427	100	5,870
Hardware	288	32,508	2,099	254	648	1,103	1,061	42	428
Hardware (full line)	19	9,201	727	16	194	386	386	--	67
Hardware (specialty lines)	269	23,307	1,372	238	454	717	675	42	361
Jewelry and Optical Goods	124	6,682	429	119	117	216	213	3	298
Jewelry (full line)	6	1,036	137	4	32	67	67	--	40
Clocks and watches	7	1,582	71	6	14	45	45	--	--
Diamonds and other precious stones	24	982	27	24	9	11	11	--	87
Other jewelry specialties	81	2,741	141	82	44	49	46	3	130
Optical goods	6	341	53	3	18	44	44	--	41
Lumber and Construction Materials	794	139,147	8,632	553	2,228	4,315	4,103	212	1,062
Builders' supplies (full line)	197	8,885	1,218	156	400	620	526	94	83
Lumber and millwork	377	99,725	5,329	253	1,229	2,534	2,459	75	655
Brick, tile and terra cotta	79	6,413	848	57	246	433	413	20	53
Cement, lime and plaster	18	1,933	196	11	57	128	119	9	3
Glass	33	2,602	195	28	66	114	111	3	26
Sand, gravel and crushed stone	47	16,050	572	22	137	337	335	2	233
All other	43	3,539	274	26	93	149	140	9	9
Machinery, Equipment and Supplies	2,496	210,757	20,400	1,922	5,529	11,268	10,795	467	5,237
Commercial mchnry., eqpt. and spls.									
Office (except furniture)	134	4,226	954	117	376	628	608	20	402
Store, restaurant and hotel	178	7,318	976	153	367	603	549	54	223
All other	29	1,526	299	20	64	160	158	2	74
Farm and dairy machinery and equipment	71	3,804	418	61	148	251	244	7	222
Industrial equipment and supplies									
Industrial (full line)	7	2,579	217	4	65	152	152	--	31
Belting, hose and packing	83	6,691	524	64	176	325	317	8	49
Power transmission equipment	37	1,937	169	30	63	88	84	4	66
Rope, cordage and twine	37	16,198	702	22	175	434	427	7	762
All other	577	45,624	3,812	472	1,071	2,043	1,940	103	1,110
Industrial machinery									
Construction (including road building)	97	5,908	650	67	205	355	347	8	313
Machine tools	97	15,617	1,363	60	295	856	837	19	85
Mining and quarrying	49	3,023	313	36	83	160	157	3	48
Oil well and oil refining	43	7,559	678	29	133	354	343	11	282
Power plant	160	11,366	1,053	110	328	638	611	27	194
Textile	24	2,339	167	16	35	73	71	2	1
Used machinery and equipment	26	640	92	23	23	31	28	3	32
All other	259	17,618	1,801	199	555	1,032	970	62	315
Professional equipment and supplies									
Dental	12	232	35	8	21	24	24	--	20
Surgical, medical and hospital	37	2,930	244	30	100	170	167	3	143
All other	33	1,021	160	26	62	81	76	5	51

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* Includes no compensation for proprietors and firm members of unincorporated businesses.

WHOLESALE DISTRIBUTION: 1935
UNITED STATES SUMMARY

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation · Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
Machinery, Equipment and Spls. (continued)									
Service equipment and supplies									
Barber and beauty parlor	53	$1,235	$254	39	87	$104	$100	$4	$31
Laundry	13	437	67	13	28	33	32	1	36
Upholsterers'	57	11,786	617	33	162	309	300	9	60
All other	169	3,477	427	158	189	210	193	17	66
Transportation equipment and supplies									
Aircraft and aeronautical	12	11,773	1,196	5	136	582	581	1	319
Railroad	159	22,026	2,970	95	513	1,427	1,341	86	279
Boats (including motor, sail & steam)	21	933	72	15	32	49	48	1	4
All other	22	934	170	16	37	90	90	--	19
Metals and Metal Work (except scrap)	377	173,229	5,178	282	1,068	2,844	2,731	113	1,324
Iron and steel (except structural)	173	80,922	2,775	120	524	1,317	1,274	43	926
Structural iron and steel	42	5,664	315	28	84	166	155	11	16
Wire, wire fence and wire rope	36	3,966	249	23	78	156	148	8	93
Copper	10	2,178	161	7	44	113	111	2	30
Sheet metal products	27	2,630	105	27	35	47	44	3	3
Other metals and metal work	89	77,869	1,573	77	303	1,045	999	46	256
Paper and Its Products	250	38,989	2,014	233	542	1,084	1,055	29	162
Wrapping or coarse paper and products	146	29,644	1,524	135	392	803	783	20	85
Fine or printing and writing paper	14	6,402	259	8	50	165	164	1	4
Stationery and stationery supplies	85	2,893	228	84	98	114	106	8	73
Wall paper	5	50	3	6	2	2	2	--	--
Petroleum and Its Products	109	72,733	1,729	63	327	867	841	26	144
Plumbing and Heating Equipment and Spls.	427	25,790	2,680	313	888	1,462	1,409	53	636
Plumbing and heating (full line)	8	738	44	8	20	18	15	3	46
Heating (including stoves and ranges)	105	4,248	586	74	201	334	324	10	82
Plumbing fixtures, equipment and spls.	162	13,262	1,109	129	349	585	564	21	375
All other	152	7,542	941	102	318	525	506	19	133
Tobacco and Its Products (except leaf)	9	1,529	49	10	12	26	26	--	1
Waste Materials	112	40,369	1,930	59	310	901	891	10	558
Iron and steel scrap	42	25,900	1,093	17	151	535	529	6	105
Junk and scrap (full line)	8	684	73	8	25	27	25	2	11
Waste paper, rags and rubber	52	10,916	569	29	108	269	267	2	264
Nonferrous metals	10	2,869	195	5	26	70	70	--	178
All Other Products	1,084	484,590	12,224	907	3,499	6,202	6,031	171	8,665
Books, periodicals and newspapers	289	18,215	1,854	253	1,418	1,217	1,117	100	1,059
Flowers and nursery stock	73	9,358	1,360	35	465	749	742	7	113
Forest products (except lumber)	74	36,761	1,182	54	219	691	681	10	1,824
Leather and leather goods	152	46,846	1,290	147	342	670	660	10	1,682
Oils and greases (animal and vegetable)	69	143,963	1,344	48	190	666	661	5	297
Rubber (crude)	13	72,882	562	10	69	236	236	--	2,630
Textiles and materials other than dry goods	31	18,216	367	34	56	110	108	2	89
Yarns	112	127,649	3,304	76	409	1,318	1,304	14	877
Miscellaneous kinds of business	271	10,700	961	250	331	545	522	23	94
ASSEMBLERS	26,515	2,463,011	166,245	16,695	87,378	74,401	62,827	11,574	195,150
Farm Products - raw materials	14,293	1,493,387	66,320	7,802	30,085	28,507	25,848	2,659	175,717
Cotton	1,360	287,608	10,913	1,216	2,080	2,528	2,319	209	37,910
Grain	8,907	745,932	35,568	2,948	17,538	17,184	15,708	1,476	56,218
Hides, skins, and furs (raw)	453	13,555	1,151	445	661	558	465	93	1,836
Horses and mules	258	9,304	792	303	383	266	241	25	497
Livestock	2,476	309,774	8,207	2,270	3,737	3,299	2,941	358	2,939
Tobacco (leaf)	261	74,213	6,481	122	4,199	3,449	3,167	282	75,057
Wool and mohair	135	30,943	1,685	139	310	474	441	33	456
All other	443	22,058	1,523	359	1,177	749	566	183	804

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* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF
BUSINESS

WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
ASSEMBLERS (continued)									
Farm Products - consumer goods	10,814	$865,968	$87,730	7,694	48,553	$39,999	$32,444	$7,555	$13,065
Dairy products	2,867	178,049	12,514	1,234	5,274	5,617	5,428	189	1,599
Poultry and poultry products	2,157	157,074	10,187	1,905	6,648	5,195	4,693	502	2,602
Dairy and poultry products	3,479	96,270	5,105	3,160	4,468	2,563	2,280	283	1,876
Fruits and vegetables (fresh)	2,267	431,457	59,698	1,375	32,032	26,509	19,931	6,578	6,878
All other	44	3,118	226	20	131	115	112	3	110
Farm Supplies	511	29,250	2,422	376	1,322	1,170	1,019	151	1,574
Feed	375	20,438	1,834	283	1,001	890	799	91	1,185
Fertilizer	42	1,106	137	28	73	52	43	9	35
Seeds	76	6,334	315	64	169	146	107	39	309
All other	18	1,372	136	1	79	82	70	12	45
Groceries and Foods (specialty lines)	592	69,541	8,946	524	6,869	4,270	3,103	1,167	4,373
All Other Products	305	4,865	827	299	549	455	413	42	421

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* Includes no compensation for proprietors and firm members of unincorporated businesses.

1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.

2/ Includes stocks not owned but held on consignment valued at $124,872,000.

WHOLESALE DISTRIBUTION: 1935

VOLUME VI

SECTION TWO

SALES AND EXPENSES BY BUSINESS-SIZE GROUPS (TABLE 4)

The number of establishments, net sales and total operating expenses for the various kinds of business of wholesale merchants and industrial distributors are analyzed by business size groups (based upon net sales) in Table 4. To make the data more useful, operating expenses are also expressed as a percent to net sales. Data are presented for each of the 29 kind-of-business groups by geographic divisions and for the 13 largest cities for the following six size groups:

Group Number	Business Size Group
I	Net sales under $50,000
II	Net sales of $50,000 to $99,999
III	Net sales of $100,000 to $199,999
IV	Net sales of $200,000 to $499,999
V	Net sales of $500,000 to $999,999
VI	Net sales of $1,000,000 and over

For the United States as a whole, the data are given for 142 kinds of business and the number of size groups has been increased from six to nine as follows:

Group Number	Business Size Group
I	Net sales under $10,000
II	Net sales of $10,000 to $49,999
III	Net sales of $50,000 to $99,999
IV	Net sales of $100,000 to $199,999
V	Net sales of $200,000 to $299,999
VI	Net sales of $300,000 to $499,999
VII	Net sales of $500,000 to $999,999
VIII	Net sales of $1,000,000 to $1,999,999
IX	Net sales of $2,000,000 and over

Table 4 gives, for the various kinds of business, the geographic location of wholesale merchants and industrial distributors by size of business. It shows for each trade, for example, where the larger houses are located, and permits a study of their operating expenses and the percent of the total business done by them. This table permits the comparison for each area of operating costs of small and large size establishments in a given trade. It also indicates differences existing between trade groups as to average size of establishment and operating costs and, for some kinds of business, points out the optimum size.

For geographic divisions and for cities, the limited number of establishments necessitated presenting the data by kind-of-business groups rather than in detail. While most of these groups represent a combination of more or less homogeneous kinds of business, some are composed of trades which require varying degrees of wholesale services with a resulting marked difference in operating expenses. For example, the automotive group consists of automobiles and other motor vehicles, automotive equipment, and tires and tubes. Automobile distributors as a rule carry a small number of items with high unit value and with a high turnover rate. Such establishments normally have a large volume of sales and a low expense ratio. On the other hand, automotive equipment houses are, as a rule, required to stock a large number of items with low unit value many of which have a low rate of turnover. The sales volume of these houses is normally much lower than for automobile distributors and the expense ratio somewhat higher. When grouped together and studied by business size, the equipment houses are generally found in the lower size brackets while the distributors appear in the larger sales groups. In the intervening size classes, however, both types of houses may be found. Hence, some allowances must be made for variations in the operating expense ratios.

The data are arranged in Section Two (Table 4) as follows:

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(142 kinds of business each subdivided by 9 business size groups)

Kind-of-Business Groups by Geographic Divisions and Cities:

Amusement and sporting goods.................................. 40
Automotive.. 41
Beer, wines and liquors....................................... 42
Chemicals and paints.. 43
Clothing and furnishings...................................... 44
Coal and coke... 45
Drugs (full line)... 46
Drugs and drug sundries (specialty lines)..................... 47
Dry goods (full line)... 48
Dry goods (specialty lines)................................... 49
Electrical goods.. 50
Farm products-raw materials................................... 51
Farm products-consumer goods.................................. 52
Farm supplies... 53
Furniture and house furnishings............................... 54
General merchandise... 55
Groceries (full line)... 56
Groceries and foods (specialty lines)......................... 57
Hardware.. 58
Jewelry and optical goods..................................... 59
Lumber and construction materials............................. 60
Machinery, equipment and supplies............................. 61
Metals and metal work (except scrap).......................... 62
Paper and its products.. 63
Petroleum and its products.................................... 64
Plumbing and heating equipment and supplies................... 65
Tobacco and its products (except leaf)........................ 66
Waste materials... 67
All other... 68

UNITED STATES SUMMARY

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

For 142 kinds of business

KIND OF BUSINESS	Total, all establishments				Establishments with sales of															
					Under $10,000				$10,000 to $49,999				$50,000 to $99,999				$100,000 to $199,999			
	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales
UNITED STATES	79,333	$14,817,041	$1,973,760	13.3	12,298	$54,137	$12,961	23.9	25,232	$667,207	$138,807	20.8	13,389	$951,984	$180,384	18.9	11,389	$1,606,085	$270,509	16.8
Amusement and Sporting Goods	1,015	107,139	19,682	18.4	213	980	331	33.8	395	10,431	2,800	26.8	182	12,831	3,195	24.9	119	17,241	3,931	22.8
Cameras and motion picture equipment and supplies	71	3,668	838	22.8	16	89	39	43.8	31	861	253	29.4	16	1,131	251	22.2	6	884	214	24.2
Moving picture films	191	38,268	6,063	15.8	43	201	118	58.7	63	1,573	694	44.1	33	2,376	1,045	44.0	19	2,749	869	31.6
Sporting goods (full line)	131	16,893	3,598	21.3	7	38	14	36.8	55	1,555	327	21.0	25	1,852	403	21.8	24	3,476	731	21.0
Toys, novelties and fireworks	419	26,961	5,615	20.8	104	474	112	23.6	177	4,596	1,047	22.8	76	5,215	1,106	21.2	38	5,288	1,220	23.1
All other	203	21,349	3,568	16.7	43	178	48	27.0	69	1,846	479	25.9	32	2,257	390	17.3	32	4,844	897	18.5
Automotive	5,626	747,920	125,935	16.8	742	3,679	1,083	29.4	2,481	65,635	18,021	27.5	1,131	79,367	21,025	26.5	610	84,356	21,308	25.3
Automobiles and other motor vehicles	396	356,429	30,641	8.6	7	43	11	25.6	45	1,350	222	16.4	37	2,741	493	18.0	39	5,866	649	11.1
Automotive equipment	4,801	340,757	87,245	25.6	658	3,264	983	30.1	2,276	60,267	16,869	28.0	1,004	70,309	19,039	27.1	514	70,489	18,751	26.6
Tires and tubes	429	50,734	8,049	15.9	77	372	89	23.9	160	4,018	930	23.1	90	6,317	1,493	23.6	57	8,001	1,908	23.8
Beer, Wines and Liquors	3,935	587,376	74,577	12.7	325	1,603	316	19.7	1,340	37,658	6,291	16.7	877	62,507	9,800	15.7	659	92,030	14,018	15.2
Beer and other fermented malt liquors	2,595	217,218	31,608	14.6	253	1,298	239	18.4	1,080	30,313	4,878	16.1	641	45,549	7,114	15.6	390	53,515	8,178	15.3
Wines and liquors	1,340	370,158	42,969	11.6	72	305	77	25.2	260	7,345	1,413	19.2	236	16,958	2,686	15.8	269	38,515	5,840	15.2
Chemicals and Paints	1,333	223,594	40,381	18.1	207	953	259	27.2	514	13,376	3,431	25.7	230	16,446	4,277	26.0	177	24,668	5,538	22.5
Dyestuffs	50	13,571	3,790	27.9	4	x	x	x	16	501	158	31.5	8	539	165	30.6	4	495	95	19.2
Explosives	26	1,615	286	17.7	4	x	x	x	12	379	72	19.0	5	357	101	28.3	4	634	83	13.1
Industrial chemicals	172	64,761	8,287	12.8	7	32	12	37.5	43	1,269	295	23.2	25	1,848	398	21.5	31	4,302	820	19.1
Naval stores	27	21,264	1,343	6.3	1	x	x	x	3	46	17	37.0	2	173	20	11.6	3	377	73	19.4
Paints and varnishes	766	65,051	14,980	23.0	93	491	132	26.9	349	9,136	2,323	25.4	144	10,267	2,631	25.6	108	15,227	3,694	24.3
All other	292	57,332	11,695	20.4	98	378	101	26.7	91	2,045	566	27.7	46	3,262	962	29.5	27	3,633	773	21.3
Clothing and Furnishings	3,783	614,129	83,893	13.7	457	2,113	373	17.7	1,284	35,193	5,560	15.8	647	46,500	6,961	15.0	617	86,953	12,106	13.9
Clothing and/or furnishings (full line)	546	63,409	8,944	14.1	75	360	56	15.6	193	5,334	806	15.1	107	7,688	1,091	14.2	92	12,807	1,801	14.1
Men's and boys'	971	111,457	15,274	13.7	147	652	108	16.6	378	10,084	1,597	15.8	168	12,162	1,855	15.3	141	19,329	2,727	14.1
Women's and children's	1,020	219,485	29,488	13.4	103	464	97	20.9	282	7,564	1,185	15.7	148	10,244	1,434	14.0	184	26,137	3,370	12.9
Furs, dressed and fur clothing	266	31,577	3,753	11.9	22	103	17	16.5	134	3,796	613	16.1	35	2,653	328	12.4	39	5,565	705	12.7
Hosiery	195	33,601	3,691	11.0	17	87	6	6.9	62	1,796	264	14.7	38	2,607	310	11.9	34	5,085	634	12.5
Millinery and millinery supplies	333	34,904	6,154	17.6	53	254	55	21.7	117	3,141	602	19.2	68	4,809	1,027	21.4	53	7,502	1,472	19.6
Shoes and other footwear	452	119,696	16,589	13.9	40	193	34	17.6	118	3,478	493	14.2	83	6,337	916	14.5	74	10,528	1,397	13.3
Coal and Coke	361	198,334	23,993	12.1	26	120	30	25.0	97	2,526	525	20.8	61	4,425	943	21.3	57	7,869	1,556	19.8
Drugs (full line)	274	297,784	38,825	13.0	--	--	--	--	3	103	28	27.2	12	846	130	15.4	21	2,860	393	13.7
Drugs and Drug Sundries (specialty lines)	1,149	112,813	23,305	20.7	383	1,497	444	29.7	402	10,276	2,642	25.7	143	9,907	2,329	23.5	112	15,582	3,573	22.9
Drug specialties	308	25,710	4,343	16.9	60	259	81	31.3	122	3,114	657	21.1	50	3,488	748	21.4	42	5,943	1,072	18.0
Patent medicines	186	20,853	3,725	17.9	77	264	102	38.6	58	1,498	462	30.8	19	1,269	387	30.5	16	2,214	624	28.2
Toilet articles and preparations	393	36,304	9,746	26.8	170	637	185	29.0	110	2,839	811	28.6	40	2,711	758	28.0	36	4,928	1,432	29.1
All other	262	29,946	5,491	18.3	76	337	76	22.6	112	2,825	712	25.2	34	2,439	436	17.9	18	2,497	445	17.8
Dry Goods (full line)	303	262,615	38,053	14.5	--	--	--	--	33	1,095	198	18.1	53	3,822	640	16.7	57	8,156	1,134	13.9
Dry Goods (specialty lines)	2,479	347,933	44,011	12.6	409	1,831	337	18.4	921	23,149	3,850	16.6	397	28,092	4,511	16.1	338	47,689	7,356	15.4
Notions	779	71,604	12,767	17.8	137	586	115	19.6	336	8,421	1,544	18.3	128	9,282	1,808	19.5	94	13,449	2,395	17.8
Piece goods	1,208	251,362	27,060	10.8	144	656	121	18.4	347	8,936	1,366	15.3	212	14,965	1,962	13.1	196	27,725	3,859	13.9
All other	492	24,967	4,184	16.8	128	589	101	17.1	238	5,792	940	16.2	57	3,845	741	19.3	48	6,515	1,102	16.9
Electrical Goods	2,397	558,514	97,412	17.4	237	1,164	295	25.3	718	19,229	4,611	24.0	401	28,774	6,482	22.5	374	53,966	10,394	19.3
Electrical merchandise (full line)	419	184,233	26,933	14.6	1	x	x	x	18	499	147	29.5	42	3,330	618	18.6	89	13,454	1,997	14.8
Apparatus and equipment	195	15,155	3,953	26.1	28	x	x	x	86	2,154	676	31.4	42	3,120	1,005	32.2	24	3,305	978	29.6
Wiring supplies and construction material	725	74,798	14,230	19.0	72	366	39	24.3	267	7,920	1,701	21.5	169	12,148	2,493	20.5	123	17,304	3,323	19.2
Radios, refrigerators and appliances	1,058	284,328	52,296	18.4	136	642	168	26.2	347	8 656	2,087	24.1	148	10,176	2,366	23.3	138	19,903	4,096	20.6

(continued on next page)

X - Withheld to avoid disclosure of individual operations.

UNITED STATES SUMMARY

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

For 142 kinds of business

KIND OF BUSINESS	Establishments with sales of																			
	$200,000 to $299,999				$300,000 to $499,999				$500,000 to $999,999				$1,000,000 to $1,999,999				$2,000,000 and over			
	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales
UNITED STATES	5,614	$1,364,065	$201,661	14.8	5,038	$1,929,714	$255,678	13.2	4,006	$2,753,153	$339,782	12.3	1,591	$2,167,507	$250,665	11.6	776	$3,323,189	$323,313	9.7
Amusement and Sporting Goods	47	11,386	2,560	22.5	32	11,939	2,035	17.0	17	12,080	2,092	17.3	4	5,586	717	12.8	6	24,665	2,021	8.2
Cameras and motion picture equipment and supplies	1	x	x	x	1	x	x	x	--	--	--	--	--	--	--	--	--	--	--	--
Moving picture films	13	3,261	747	22.9	9	3,594	490	13.6	6	x	x	x	1	x	x	x	4	19,131	1,290	6.7
Sporting goods (full line)	6	x	x	x	9	3,322	753	22.7	4	2,655	499	18.8	--	--	--	--	1	x	x	x
Toys, novelties and fireworks	11	2,630	672	25.6	7	2,528	453	17.9	3	x	x	x	3	x	x	x	--	--	--	--
All other	16	3,817	727	19.0	6	x	x	x	4	3,398	495	14.6	--	--	--	--	1	x	x	x
Automotive	228	54,973	12,591	22.9	183	69,474	13,569	19.5	131	92,228	12,986	14.1	76	109,051	11,022	10.1	44	189,157	14,330	7.6
Automobiles and other motor vehicles	40	9,832	1,058	10.8	51	19,630	2,026	10.3	73	53,244	4,929	9.3	61	x	x	x	43	x	x	x
Automotive equipment	169	40,795	10,565	25.9	119	44,666	10,733	24.0	48	32,932	7,052	21.4	13	18,035	3,253	18.0	--	--	--	--
Tires and tubes	19	4,346	968	22.3	13	5,178	810	15.6	10	6,052	1,005	16.6	2	x	x	x	1	x	x	x
Beer, Wines and Liquors	253	61,077	8,080	13.2	251	95,671	11,233	11.7	155	104,560	11,552	11.0	57	78,819	8,366	10.6	18	53,451	4,921	9.2
Beer and other fermented malt liquors	109	25,780	3,524	13.7	85	31,670	4,061	12.8	31	19,201	2,490	13.0	5	x	x	x	1	x	x	x
Wines and liquors	144	35,297	4,556	12.9	166	64,001	7,172	11.2	124	85,359	9,062	10.6	52	x	x	x	17	x	x	x
Chemicals and Paints	68	16,616	3,435	20.7	53	19,762	4,112	20.8	55	39,442	5,769	14.6	19	26,032	4,010	15.4	10	66,299	9,550	14.4
Dyestuffs	5	1,387	308	22.2	4	1,551	300	19.3	6	4,213	735	17.4	2	x	x	x	1	x	x	x
Explosives	1	x	x	x	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Industrial chemicals	16	3,833	799	20.8	9	3,312	636	19.2	25	18,450	2,290	12.4	12	17,058	1,971	11.6	4	14,657	1,066	7.3
Naval stores	5	1,184	126	10.6	2	834	70	8.4	8	6,273	563	9.0	--	--	--	--	3	x	x	x
Paints and varnishes	30	7,333	1,758	24.0	26	9,330	2,229	23.9	11	x	x	x	5	x	x	x	--	--	--	--
All other	11	x	x	x	12	4,735	877	18.5	5	x	x	x	--	--	--	--	2	x	x	x
Clothing and Furnishings	272	66,384	9,591	14.4	234	89,278	11,520	12.9	197	133,712	18,469	13.8	61	81,332	10,469	12.9	14	72,664	8,844	12.2
Clothing and/or furnishings (full line)	35	8,674	1,113	12.8	24	9,438	1,155	12.2	13	x	x	x	6	8,245	1,464	17.8	1	x	x	x
Men's and boys'	50	12,110	1,728	14.3	45	16,694	2,219	13.3	30	19,053	2,688	14.1	10	x	x	x	2	x	x	x
Women's and children's	95	23,290	3,275	14.1	94	35,947	4,710	13.1	86	60,848	8,521	14.0	21	27,983	3,256	11.6	7	27,008	3,640	13.5
Furs, dressed and fur clothing	15	3,808	553	14.5	9	3,299	355	10.8	10	x	x	x	--	--	--	--	2	x	x	x
Hosiery	11	2,539	258	10.2	15	5,883	595	10.1	12	8,092	935	11.6	6	7,512	689	9.2	--	--	--	--
Millinery and millinery supplies	28	6,911	1,320	19.1	7	2,612	622	23.8	5	3,417	557	16.3	1	x	x	x	1	x	x	x
Shoes and other footwear	38	9,052	1,344	14.8	40	15,405	1,864	12.1	41	27,395	3,910	14.3	17	x	x	x	1	x	x	x
Coal and Coke	30	6,821	1,379	20.2	33	12,816	2,952	23.0	34	25,252	3,727	14.8	21	29,998	3,919	13.1	22	108,507	8,962	8.3
Drugs (full line)	16	3,871	483	12.5	45	17,437	2,480	14.2	70	51,237	7,185	14.0	68	91,565	11,967	13.1	39	129,865	16,159	12.4
Drugs and Drug Sundries (specialty lines)	39	9,678	2,144	22.2	38	14,865	3,296	22.2	20	13,202	2,994	22.7	5	6,086	772	12.7	7	31,720	5,111	16.1
Drug specialties	11	2,847	359	12.6	17	6,414	1,131	17.6	6	3,645	295	8.1	--	--	--	--	--	--	--	--
Patent medicines	6	1,410	383	27.2	5	2,018	461	22.8	2	x	x	x	1	x	x	x	2	x	x	x
Toilet articles and preparations	14	3,543	993	28.0	9	3,805	1,230	32.3	9	x	x	x	2	x	x	x	3	x	x	x
All other	8	1,878	409	21.8	7	2,628	474	18.0	3	2,472	368	14.9	2	x	x	x	2	x	x	x
Dry Goods (full line)	31	7,569	1,159	15.3	37	14,615	2,384	16.3	42	32,310	4,668	14.4	28	38,256	5,009	13.1	22	156,792	22,861	14.6
Dry Goods (specialty lines)	131	31,644	4,647	14.7	139	53,124	6,884	13.0	94	64,018	7,407	11.6	34	46,814	5,329	11.4	16	51,572	3,690	7.2
Notions	32	7,715	1,312	17.0	30	11,026	2,140	19.4	16	10,315	1,980	19.2	4	x	x	x	2	x	x	x
Piece goods	88	21,178	2,903	13.7	103	39,621	4,272	10.8	74	50,705	5,031	9.9	30	x	x	x	14	x	x	x
All other	11	2,751	432	15.7	6	2,477	472	19.1	4	2,998	396	13.2	--	--	--	--	--	--	--	--
Electrical Goods	196	47,778	8,551	17.9	215	82,682	13,526	16.4	159	111,353	18,711	16.8	74	101,348	17,039	16.8	23	112,220	17,803	15.9
Electrical merchandise (full line)	69	17,123	2,347	13.7	93	35,897	4,684	13.0	66	x	x	x	33	45,864	7,004	15.3	8	x	x	x
Apparatus and equipment	8	1,824	573	31.4	4	1,476	253	17.1	2	x	x	x	--	--	--	--	1	x	x	x
Wiring supplies and construction material	42	10,149	1,804	17.8	35	12,927	2,510	19.4	13	8,591	1,788	20.8	4	5,393	522	9.7	--	--	--	--
Radios, refrigerators and appliances	77	18,682	3,827	20.5	83	32,382	6,079	18.8	78	55,255	9,545	17.3	37	50,091	9,513	19.0	14	88,541	14,615	16.5

(continued on next page)

X - Withheld to avoid disclosure of individual operations

UNITED STATES SUMMARY

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS-WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

For 142 kinds of business

KIND OF BUSINESS	Total, all establishments				Establishments with sales of: Under $10,000				$10,000 to $49,999				$50,000 to $99,999				$100,000 to $199,999			
	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales
Farm Products - raw materials	1,844	$1,018,151	$69,122	6.8	95	x	x	x	493	x	x	x	315	$22,276	$3,035	13.6	261	$36,316	$3,991	11.0
Cotton	137	187,705	9,699	5.2	1	x	x	x	9	x	x	x	7	475	60	12.6	13	1,815	202	11.1
Grain	462	432,446	25,592	5.9	14	$78	$16	20.5	78	$2,305	$269	11.7	72	5,113	598	11.7	76	10,583	1,058	10.0
Hides, skins and furs (raw)	803	158,661	13,430	8.5	37	183	28	15.3	296	8,710	1,260	14.5	172	12,202	1,566	12.8	118	16,445	1,757	10.7
Horses and mules	6	886	91	10.3	--	--	--	--	1	x	x	x	2	144	22	15.3	2	264	33	12.5
Livestock	21	1,754	197	11.2	4	17	4	23.5	7	181	19	10.5	5	x	x	x	1	x	x	x
Silk (raw)	4	10,229	459	4.5	--	--	--	--	--	--	--	--	1	x	x	x	2	x	x	x
Tobacco (leaf)	162	46,622	7,156	15.3	19	87	25	28.7	55	1,430	298	20.8	20	1,384	356	25.7	21	3,098	477	15.4
Wool and mohair	126	149,039	8,928	6.0	10	42	12	28.6	12	345	51	14.8	12	781	68	8.7	14	1,847	201	10.9
All other	123	30,809	3,570	11.6	10	42	5	11.9	35	936	164	17.5	24	x	x	x	14	1,875	192	10.2
Farm Products - consumer goods	10,211	1,812,457	199,450	11.0	1,527	6,836	1,211	17.7	3,202	85,117	12,408	14.6	1,687	119,777	16,840	14.1	1,571	222,337	29,480	13.3
Dairy products	1,755	377,547	62,599	16.6	303	1,293	373	28.8	478	12,560	2,977	23.7	293	20,793	4,859	23.4	250	35,376	8,286	23.4
Poultry and poultry products	1,692	227,350	17,927	7.9	270	1,261	174	13.8	650	17,126	2,058	12.0	284	19,632	1,988	10.1	213	29,405	2,489	8.5
Dairy and poultry products	946	296,125	23,656	8.0	77	319	54	16.9	235	6,604	768	11.6	161	11,493	1,229	10.7	175	25,016	2,611	10.4
Fruits and vegetables (fresh)	5,774	906,549	94,786	10.5	867	3,918	606	15.5	1,821	48,402	6,536	13.5	946	67,641	8,745	12.9	925	131,265	15,956	12.2
All other	44	4,886	482	9.9	10	45	4	8.9	18	425	69	16.2	3	218	19	8.7	8	1,275	138	10.8
Farm Supplies	1,359	242,556	31,192	12.9	101	518	109	21.0	388	11,019	1,616	14.7	285	20,826	2,894	13.9	273	37,913	5,124	13.5
Feed	912	137,253	12,849	9.4	64	340	59	17.4	276	7,735	967	12.5	209	15,131	1,807	11.9	172	23,327	2,418	10.4
Fertilizer	61	12,468	1,376	11.0	6	26	9	34.6	23	566	116	20.5	16	1,168	182	15.6	8	1,152	114	9.9
Seeds	343	88,213	16,435	18.6	21	94	24	25.5	81	2,462	460	18.7	52	3,930	846	21.5	83	11,960	2,408	20.1
All other	43	4,622	532	11.5	10	58	17	29.3	8	256	73	28.5	8	597	59	9.9	10	1,474	184	12.5
Furniture and House Furnishings	1,636	199,286	34,444	17.3	415	1,683	437	26.0	492	12,429	2,985	24.0	247	16,762	3,588	21.4	205	28,392	5,605	19.7
China, glassware and crockery	232	19,201	4,492	23.4	57	260	72	27.7	77	1,809	440	24.3	46	3,086	760	24.6	28	3,857	1,037	26.9
Floor coverings	284	80,244	10,615	13.2	34	129	30	23.3	60	1,506	256	17.0	38	2,489	527	21.2	41	5,864	1,024	17.5
Furniture (household and office)	355	35,506	7,197	20.3	96	407	111	27.3	107	2,966	772	26.0	58	4,178	861	20.6	43	5,975	1,301	21.8
House furnishings (except as specified)	658	51,357	8,268	16.1	210	821	206	25.1	213	5,426	1,285	23.7	86	5,785	1,039	18.0	82	11,338	1,890	16.7
Musical instruments and sheet music	107	12,978	3,872	29.8	18	66	18	27.3	35	722	232	32.1	19	1,224	401	32.8	11	1,358	353	26.0
General Merchandise	171	125,418	19,928	15.9	1	x	x	x	21	x	x	x	30	2,243	442	19.7	38	5,511	872	15.8
Groceries (full line)	3,210	1,707,024	157,820	9.2	--	--	--	--	85	2,934	326	11.1	240	18,283	1,745	9.5	591	86,737	7,499	8.6
Groceries and Foods (specialty lines)	10,119	1,401,241	177,795	12.7	1,718	7,595	1,482	19.5	3,231	84,438	14,405	17.1	1,908	135,340	20,415	15.1	1,441	203,596	28,983	14.2
Canned goods	234	61,229	7,793	12.7	38	172	38	22.1	54	1,373	218	15.9	35	2,608	375	14.4	34	4,656	577	12.4
Coffee, tea and spices	768	103,860	23,535	22.7	135	673	128	19.0	290	6,926	1,758	25.4	135	9,365	2,546	27.2	101	14,443	4,069	28.2
Confectionery	1,580	97,876	11,982	12.2	305	1,325	211	15.9	661	16,464	2,169	13.2	341	23,731	3,144	13.2	175	23,881	3,270	13.7
Fish and sea foods	1,255	114,459	21,697	19.0	271	1,121	268	23.9	424	11,009	2,350	21.3	241	16,680	3,286	19.7	177	24,584	4,786	19.5
Flour	500	77,859	7,366	9.5	50	219	34	15.5	136	3,888	486	12.5	117	8,517	896	10.5	82	11,437	1,117	9.8
Meats and meat products	2,059	430,308	45,403	10.6	179	865	131	15.1	521	14,187	2,060	14.5	400	28,682	3,701	12.9	365	51,991	6,330	12.2
Soft drinks	252	16,593	2,968	17.9	74	330	99	30.0	81	1,935	404	20.9	54	3,732	745	20.0	27	3,725	596	16.0
Sugar	122	56,732	3,014	5.3	3	14	4	28.6	11	300	23	7.7	19	1,449	130	9.0	21	3,140	204	6.5
Other food and grocery specialties	3,349	442,325	54,037	12.2	663	2,876	569	19.8	1,053	28,356	4,937	17.4	566	40,576	5,592	13.8	459	65,739	8,034	12.2
Hardware	1,099	417,364	76,164	18.2	74	357	98	27.5	243	6,232	1,419	22.8	162	11,442	2,756	24.1	166	23,769	5,036	21.2
Hardware (full line)	599	377,568	67,742	17.9	2	x	x	x	22	655	137	20.9	63	4,483	1,008	22.5	109	15,831	3,314	20.9
Hardware (specialty lines)	500	39,796	8,422	21.2	72	x	x	x	221	5,577	1,282	23.0	99	6,959	1,748	25.1	57	7,938	1,722	21.7
Jewelry and Optical Goods	1,557	141,425	28,567	20.2	293	1,461	301	20.6	672	17,444	4,107	23.5	273	19,284	4,398	22.8	160	21,716	5,192	23.9
Jewelry (full line)	219	41,355	6,909	16.7	14	71	7	9.9	71	2,024	327	16.2	39	3,030	571	18.8	35	4,857	819	16.9
Clocks and watches	109	15,183	2,164	14.3	36	200	31	15.5	37	855	165	19.3	8	521	93	17.9	9	1,276	191	15.0
Diamonds and other precious stones	169	11,253	1,303	11.6	31	160	27	16.9	61	1,426	171	12.0	42	2,935	270	9.2	21	2,817	356	12.6
Other jewelry specialties	683	46,969	8,130	17.3	173	810	150	18.5	319	7,862	1,338	17.0	100	7,206	1,336	18.5	47	6,267	1,286	20.5
Optical goods	377	26,665	10,061	37.7	39	220	86	39.1	184	5,277	2,106	39.9	84	5,592	2,128	38.1	48	6,499	2,540	39.1

(continued on next page)

X - Withheld to avoid disclosure of individual operations.

UNITED STATES SUMMARY

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

For 142 kinds of business

KIND OF BUSINESS	Establishments with sales of																			
	$200,000 to $299,999				$300,000 to $499,999				$500,000 to $999,999				$1,000,000 to $1,999,999				$2,000,000 and over			
	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales
Farm Products - raw materials	154	$37,099	$4,139	11.2	158	$61,018	$5,365	8.8	165	$115,213	$9,993	8.7	96	$133,275	$9,696	7.3	107	$598,282	$30,707	5.1
Cotton	15	3,532	325	9.2	26	10,764	589	5.5	21	14,680	776	5.3	16	22,728	1,715	7.5	29	133,415	5,989	4.5
Grain	49	11,719	1,290	11.0	42	16,104	1,674	10.4	45	31,768	2,563	8.1	39	55,601	2,735	4.9	47	299,175	15,389	5.1
Hides, skins and furs (raw)	62	15,116	1,601	10.6	53	19,824	1,772	8.9	47	33,105	2,668	8.1	13	18,285	1,229	6.7	5	34,791	1,549	4.5
Horses and mules	--	--	--	--	1	x	x	x	--	--	--	--	--	--	--	--	--	--	--	--
Livestock	4	1,040	72	6.9	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Silk (raw)	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	1	x	x	x
Tobacco (leaf)	6	1,341	237	17.7	8	3,352	488	14.6	21	14,037	2,251	16.0	9	12,258	2,194	17.9	3	9,635	830	8.6
Wool and mohair	6	1,395	121	8.7	15	5,704	390	6.8	23	16,128	974	6.0	14	18,705	1,332	7.1	20	104,092	5,779	5.6
All other	12	2,956	493	16.7	13	4,812	418	8.7	8	5,495	761	13.8	5	5,698	491	8.6	2	x	x	x
Farm Products - consumer goods	782	190,041	22,623	11.9	635	243,062	27,738	11.4	500	340,267	37,189	10.9	219	296,824	30,521	10.3	88	308,196	21,440	7.0
Dairy products	122	30,060	5,636	18.7	121	46,660	7,774	16.7	108	71,947	13,276	18.5	61	81,947	12,677	15.5	19	76,911	6,741	8.8
Poultry and poultry products	109	26,482	1,971	7.4	71	27,326	2,268	8.3	59	38,685	2,897	7.5	23	30,563	1,336	4.4	13	36,870	2,746	7.4
Dairy and poultry products	78	x	x	x	84	x	x	x	61	43,841	3,683	8.4	46	64,379	4,404	6.8	29	93,789	5,832	6.2
Fruits and vegetables (fresh)	472	114,588	12,954	11.3	358	136,716	14,592	10.7	269	183,458	17,172	9.4	89	119,935	12,104	10.1	27	100,626	6,121	6.1
All other	1	x	x	x	1	x	x	x	3	2,336	161	6.9	--	--	--	--	--	--	--	--
Farm Supplies	127	30,290	4,050	13.4	84	31,563	3,738	11.8	65	46,120	5,221	11.3	26	32,599	3,752	11.5	10	31,708	4,688	14.8
Feed	84	19,611	1,886	9.6	51	x	x	x	39	27,386	2,034	7.4	15	20,125	1,615	8.0	2	x	x	x
Fertilizer	2	534	56	10.5	3	1,141	187	16.4	--	--	--	--	1	x	x	x	2	x	x	x
Seeds	38	9,423	2,032	21.6	27	10,506	1,723	16.4	25	x	x	x	10	x	x	x	6	20,176	3,878	19.2
All other	3	722	76	10.5	3	x	x	x	1	x	x	x	--	--	--	--	--	--	--	--
Furniture and House Furnishings	104	25,759	4,665	18.1	84	31,230	5,128	16.4	61	40,570	5,935	14.6	21	26,615	3,741	14.1	7	15,846	2,360	14.9
China, glassware and crockery	9	2,157	499	23.1	11	3,852	858	22.3	2	x	x	x	2	x	x	x	--	--	--	--
Floor coverings	25	6,415	808	12.6	36	13,275	1,523	11.5	33	x	x	x	11	14,300	1,665	11.6	6	x	x	x
Furniture (household and office)	21	5,055	926	18.3	17	6,455	1,246	19.3	11	7,008	1,369	19.5	1	x	x	x	1	x	x	x
House furnishings (except as specified)	36	8,978	1,469	16.4	13	5,172	870	16.8	13	8,248	1,066	12.9	5	5,589	443	7.9	--	--	--	--
Musical instruments and sheet music	13	3,154	963	30.5	7	2,476	631	25.5	2	x	x	x	2	x	x	x	--	--	--	--
General Merchandise	22	5,293	831	15.7	24	8,893	1,247	14.0	17	11,573	1,674	14.5	5	6,501	970	14.9	13	84,690	13,784	16.3
Groceries (full line)	594	147,249	12,184	8.3	741	287,663	24,242	8.4	627	429,407	37,203	8.7	234	320,062	28,979	9.1	98	414,689	45,642	11.0
Groceries and Foods (specialty lines)	650	157,074	19,924	12.7	563	215,144	24,477	11.4	435	296,464	33,543	11.3	127	169,107	19,387	11.5	46	132,483	15,179	11.5
Canned goods	21	5,077	567	11.2	20	8,046	796	9.9	19	12,839	1,625	12.7	9	11,087	1,451	13.1	4	15,371	2,146	14.0
Coffee, tea and spices	38	9,071	2,094	23.1	26	9,934	2,403	24.2	22	14,711	2,987	20.3	13	17,613	3,710	21.1	8	21,124	3,840	18.2
Confectionery	51	12,029	1,274	10.6	35	12,629	1,352	10.7	11	x	x	x	1	x	x	x	--	--	--	--
Fish and sea foods	58	14,080	2,642	18.8	49	17,981	2,856	15.9	27	x	x	x	7	7,972	1,377	17.3	1	x	x	x
Flour	46	11,202	1,101	9.8	33	13,107	1,090	8.3	30	20,324	1,832	9.0	6	9,165	810	8.8	--	--	--	--
Meats and meat products	196	47,654	5,484	11.5	183	70,665	7,096	10.0	147	102,179	10,079	9.9	51	67,805	6,243	9.2	17	46,280	4,279	9.2
Soft drinks	7	1,644	188	11.4	4	1,443	313	21.7	5	3,784	623	16.5	--	--	--	--	--	--	--	--
Sugar	12	2,914	219	7.5	20	7,597	480	6.3	23	14,739	704	4.8	10	14,422	876	6.1	3	12,157	374	3.1
Other food and grocery specialties	221	53,403	6,355	11.9	193	73,742	8,091	11.0	151	103,015	11,389	11.1	30	x	x	x	13	x	x	x
Hardware	137	33,107	6,530	19.7	120	46,495	8,627	18.6	112	78,981	13,962	17.7	50	68,522	11,737	17.1	35	148,459	25,999	17.5
Hardware (full line)	113	27,452	5,474	19.9	104	40,888	7,454	18.2	102	72,418	12,813	17.7	49	x	x	x	35	148,459	25,999	17.5
Hardware (specialty lines)	24	5,655	1,056	18.7	16	5,607	1,173	20.9	10	6,563	1,149	17.5	1	x	x	x	--	--	--	--
Jewelry and Optical Goods	74	17,148	3,272	19.1	37	13,796	2,995	21.7	31	21,190	3,425	16.2	13	18,612	3,891	20.9	4	10,774	986	9.2
Jewelry (full line)	23	5,213	750	14.4	19	x	x	x	12	8,764	1,488	17.0	5	6,636	1,348	20.3	1	x	x	x
Clocks and watches	5	1,100	185	16.8	4	1,367	197	14.4	7	4,549	715	15.7	2	x	x	x	1	x	x	x
Diamonds and other precious stones	11	2,552	252	9.9	2	x	x	x	1	x	x	x	--	--	--	--	--	--	--	--
Other jewelry specialties	22	5,152	926	18.0	6	x	x	x	10	6,603	903	13.7	4	5,830	1,137	19.5	2	x	x	x
Optical goods	13	3,131	1,159	37.0	6	2,060	888	43.1	1	x	x	x	2	x	x	x	--	--	--	--

(continued on next page)

X - Withheld to avoid disclosure of individual operations

UNITED STATES SUMMARY

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

For 142 kinds of business

KIND OF BUSINESS	Total, all establishments				Establishments with sales of: Under $10.000				$10,000 to $49,999				$50,000 to $99.999				$100.000 to $199.999			
	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales
Lumber and Construction Materials	2,263	$338,949	$69,902	20.6	191	$906	$310	34.2	692	$19,333	$5,124	26.5	470	$33,446	$7,905	23.6	461	$66,875	$15,182	22.7
Builders' supplies (full line)	503	74,442	16,025	21.5	26	119	35	29.4	152	4,539	1,095	24.1	113	8,379	1,742	20.8	107	15,429	3,106	20.1
Lumber and millwork	1,082	190,342	36,376	19.1	75	349	113	32.4	288	8,176	2,044	25.0	213	15,103	3,383	22.4	242	35,784	7,802	21.8
Brick, tile and terra cotta	112	8,309	1,806	21.7	9	36	7	19.4	47	1,261	292	23.2	29	2,094	494	23.6	17	2,157	484	22.4
Cement, lime and plaster	123	18,374	3,358	18.3	9	47	20	42.6	40	1,290	298	23.1	26	1,747	359	20.5	27	4,165	877	21.1
Glass	258	21,544	6,653	30.9	42	203	73	36.0	105	2,452	861	35.1	46	3,206	1,190	37.1	41	5,604	1,898	33.9
Sand, gravel and crushed stone	96	9,575	2,770	28.9	17	90	36	40.0	31	832	285	34.3	20	1,409	423	30.0	13	1,774	546	30.8
All other	89	16,363	2,914	17.8	13	62	26	41.9	29	783	249	31.8	23	1,508	314	20.8	14	1,962	469	23.9
Machinery, Equipment and Supplies	7,050	818,190	168,591	20.6	1,107	5,361	1,688	31.5	2,626	70,016	19,303	27.6	1,247	89,197	22,534	25.3	1,002	139,624	31,075	22.3
Commercial machinery, equipment and supplies																				
Office (except furniture)	186	13,714	4,034	29.4	31	178	70	39.3	84	2,028	607	29.9	33	2,281	745	32.7	21	2,883	811	28.1
Store, restaurant and hotel	664	44,451	11,689	26.3	151	702	198	28.2	297	7,472	2,196	29.4	113	7,930	2,304	29.1	57	7,946	2,021	25.4
All other	69	5,228	1,093	20.9	10	56	24	42.9	30	694	187	26.9	12	820	227	27.7	10	1,261	198	15.7
Farm and dairy machinery and equipment	330	45,066	8,119	18.0	43	209	56	26.8	117	3,428	803	23.4	55	3,957	754	19.1	50	6,966	1,417	20.3
Industrial equipment and supplies																				
Industrial (full line)	189	79,828	15,176	19.0	--	--	--	--	10	313	84	26.8	17	1,413	346	24.5	42	5,723	1,257	22.0
Belting, hose and packing	167	12,252	3,084	25.2	16	89	24	27.0	84	2,217	585	26.4	27	1,980	482	24.3	27	3,535	981	27.8
Power transmission equipment	65	6,429	1,557	24.2	3	14	8	57.1	24	619	128	20.7	22	1,585	430	27.1	10	1,380	267	19.3
Rope, cordage and twine	55	13,569	1,515	11.2	6	20	6	30.0	12	295	50	16.9	6	375	69	18.4	15	2,118	293	13.8
All other	993	98,482	20,441	20.8	187	847	288	34.0	359	9,356	2,694	28.8	172	12,310	2,870	23.3	140	19,671	4,282	21.8
Industrial machinery																				
Construction (including road building)	277	53,831	10,310	19.2	21	130	37	28.5	69	1,937	557	28.8	43	3,016	961	31.9	53	7,884	1,815	23.0
Machine tools	76	9,959	1,803	18.1	10	52	20	38.5	27	715	180	25.2	11	737	203	27.5	12	1,605	321	20.0
Mining and quarrying	87	11,184	2,098	18.8	12	61	16	26.2	33	973	262	26.9	12	800	176	22.0	16	2,300	448	19.5
Oil well and oil refining	754	147,559	16,459	11.2	47	217	82	37.8	175	5,179	1,269	24.5	173	12,902	2,332	18.1	162	22,212	2,756	12.4
Power plant	63	5,609	1,287	22.9	8	45	13	28.9	21	502	133	26.5	15	1,149	279	24.3	10	1,284	315	24.5
Textile	45	4,974	1,275	25.6	5	25	11	44.0	15	399	122	30.6	10	679	188	27.7	7	949	227	23.9
Used machinery and equipment	191	11,631	3,274	28.1	46	246	94	38.2	73	1,826	505	27.7	40	2,642	818	31.0	21	2,764	796	28.8
All other	343	23,212	6,180	26.6	64	334	139	41.6	158	4,259	1,190	27.9	61	4,171	1,201	28.8	40	5,441	1,551	28.5
Professional equipment and supplies																				
Dental	251	22,829	6,412	28.1	32	125	29	23.2	86	2,352	564	24.0	57	4,049	1,097	27.1	44	6,372	1,751	27.5
Surgical, medical and hospital	187	24,940	7,055	28.3	25	141	42	29.8	65	1,803	572	31.7	40	2,824	848	30.0	26	3,674	950	25.9
All other	238	29,287	7,339	25.1	35	171	44	25.7	95	2,594	731	28.2	39	2,811	643	22.9	33	4,976	1,198	24.1
Service equipment and supplies																				
Barber and beauty parlor	637	38,227	12,054	31.5	131	644	189	29.3	307	8,147	2,396	29.4	106	7,683	2,410	31.4	55	7,847	2,486	31.7
Laundry	138	21,768	4,802	22.1	10	56	13	23.2	32	916	271	29.6	31	2,247	635	28.3	23	3,085	837	27.1
Upholsterers'	191	25,005	5,779	23.1	16	80	25	31.3	64	1,899	482	25.4	35	2,567	496	19.3	41	5,679	1,245	21.9
All other	616	34,013	8,325	24.5	167	761	223	29.3	296	7,593	2,147	28.3	64	4,336	1,172	27.0	63	8,628	2,076	24.1
Transportation equipment and supplies																				
Aircraft and aeronautical	13	1,109	272	24.5	2	12	6	50.0	4	90	24	26.7	4	250	81	32.4	2	x	x	x
Railroad	32	16,301	3,622	22.2	2	11	3	27.3	8	228	68	29.8	5	416	111	26.7	4	x	x	x
Boats (including motor, sail and steam)	71	5,447	1,094	20.1	9	57	11	19.3	36	879	196	22.3	12	925	186	20.1	6	875	202	23.1
All other	122	12,286	2,443	19.9	18	78	17	21.8	45	1,303	300	23.0	32	2,342	470	20.1	12	1,674	336	20.1
Metals and Metal Work (except scrap)	776	233,713	31,451	13.5	63	246	80	32.5	195	5,139	1,507	29.3	121	8,783	2,067	23.5	137	20,181	4,560	22.6
Iron and steel (except structural)	328	79,065	15,534	19.6	22	83	26	31.3	81	2,195	726	33.1	50	3,550	946	26.6	65	9,506	2,425	25.5
Structural iron and steel	92	18,915	3,872	20.5	3	22	9	40.9	25	698	179	25.6	11	853	199	23.3	17	2,661	687	25.8
Wire, wire fence and wire rope	57	6,299	957	15.2	9	37	13	35.1	18	491	135	27.5	12	887	148	16.7	8	1,288	118	9.2
Copper	18	4,610	480	10.4	1	x	x	x	5	124	25	20.2	2	151	36	23.8	3	433	82	18.9
Sheet metal products	177	39,339	6,202	15.8	13	50	12	24.0	40	945	242	25.6	33	2,457	529	21.5	31	4,278	881	20.6
Other metals and metal work	104	85,485	4,406	5.2	15	x	x	x	26	686	200	29.2	13	885	209	23.6	13	2,015	367	18.2

(continued on next page)

X - Withheld to avoid disclosure of individual operations.

UNITED STATES SUMMARY

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

For 142 kinds of business

KIND OF BUSINESS	Establishments with sales of $200,000 to $299,999				$300,000 to $499,999				$500,000 to $999,999				$1,000,000 to $1,999,999				$2,000,000 and over			
	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales
Lumber and Construction Materials	191	$46,330	$9,450	20.4	140	$53,043	$10,481	19.8	81	$52,504	$9,509	18.1	29	$40,521	$6,262	15.5	8	$25,991	$5,679	21.8
Builders' supplies (full line)	52	12,563	2,503	19.9	35	13,497	2,643	19.6	12	7,969	1,531	19.2	4	x	x	x	2	x	x	x
Lumber and millwork	105	25,554	4,980	19.5	81	30,768	5,532	18.0	53	33,394	5,783	17.3	20	27,204	3,967	14.6	5	14,010	2,772	19.8
Brick, tile and terra cotta	8	1,999	369	18.5	2	x	x	x	--	--	--	--	--	--	--	--	--	--	--	--
Cement, lime and plaster	8	1,828	396	21.7	6	2,027	336	16.6	4	2,563	439	17.1	3	4,707	633	13.4	--	--	--	--
Glass	10	2,448	724	29.6	7	2,628	789	30.0	7	5,003	1,118	22.3	--	--	--	--	--	--	--	--
Sand, gravel and crushed stone	6	1,431	405	28.3	7	2,679	743	27.7	2	1,360	332	24.4	--	--	--	--	--	--	--	--
All other	2	507	73	14.4	2	x	x	x	3	2,215	306	13.8	2	x	x	x	1	x	x	x
Machinery, Equipment and Supplies	440	106,031	22,283	21.0	322	122,354	22,530	18.4	223	148,161	26,750	18.1	70	91,698	16,851	18.4	13	45,748	5,577	12.2
Commercial machinery, equipment and supplies																				
Office (except furniture)	7	1,710	546	31.9	8	3,213	912	28.4	2	1,421	343	24.1	--	--	--	--	--	--	--	--
Store, restaurant and hotel	25	6,038	1,338	22.2	13	4,902	1,175	24.0	4	2,590	766	29.6	3	x	x	x	1	x	x	x
All other	2	x	x	x	4	1,438	272	18.9	1	x	x	x	--	--	--	--	--	--	--	--
Farm and dairy machinery and equipment	33	8,117	1,214	15.0	19	7,060	1,292	18.3	10	6,158	1,056	17.1	2	x	x	x	1	x	x	x
Industrial equipment and supplies																				
Industrial (full line)	29	6,947	1,391	20.0	35	13,630	2,530	18.6	40	26,494	4,864	18.4	13	15,281	2,872	18.8	3	10,027	1,832	18.3
Belting, hose and packing	5	x	x	x	7	2,624	544	20.7	1	x	x	x	--	--	--	--	--	--	--	--
Power transmission equipment	2	580	142	24.5	2	883	326	36.9	2	1,368	256	18.7	--	--	--	--	--	--	--	--
Rope, cordage and twine	3	789	107	13.6	3	1,148	123	10.7	7	4,494	446	9.9	3	4,330	421	9.7	--	--	--	--
All other	60	14,728	3,163	21.5	43	16,170	2,872	17.8	25	16,217	2,760	17.0	7	9,183	1,512	16.5	--	--	--	--
Industrial machinery																				
Construction (including road building)	34	8,099	1,593	19.7	30	11,498	1,930	16.8	22	14,425	2,448	17.0	4	x	x	x	1	x	x	x
Machine tools	3	720	115	16.0	9	3,619	602	16.6	4	2,511	362	14.4	--	--	--	--	--	--	--	--
Mining and quarrying	4	948	210	22.2	4	1,485	171	11.5	6	4,617	815	17.7	--	--	--	--	--	--	--	--
Oil well and oil refining	73	17,364	2,600	15.0	62	23,073	1,741	7.5	39	27,150	2,163	8.0	18	25,024	2,405	9.6	5	14,438	1,111	7.7
Power plant	6	1,509	265	17.6	3	1,120	282	25.2	--	--	--	--	--	--	--	--	--	--	--	--
Textile	6	1,364	312	22.9	--	--	--	--	2	1,558	415	26.6	--	--	--	--	--	--	--	--
Used machinery and equipment	5	1,223	377	30.8	3	1,179	299	25.4	3	1,751	385	22.0	--	--	--	--	--	--	--	--
All other	7	x	x	x	5	1,937	398	20.5	7	4,056	872	21.5	1	x	x	x	--	--	--	--
Professional equipment and supplies																				
Dental	17	4,003	1,155	28.9	13	4,884	1,565	32.0	2	1,044	251	24.0	--	--	--	--	--	--	--	--
Surgical, medical and hospital	11	2,678	667	24.9	7	2,694	818	30.4	9	6,087	1,651	27.1	4	5,039	1,507	29.9	--	--	--	--
All other	16	4,024	957	23.8	8	3,074	831	27.0	6	3,919	988	25.2	6	7,718	1,947	25.2	--	--	--	--
Service equipment and supplies																				
Barber and beauty parlor	22	5,362	1,622	30.2	11	3,937	996	25.3	4	x	x	x	1	x	x	x	--	--	--	--
Laundry	22	5,092	1,083	21.3	12	4,360	980	22.5	7	x	x	x	1	x	x	x	--	--	--	--
Upholsterers'	21	4,749	1,020	21.5	5	2,103	435	20.7	6	4,321	1,257	29.1	3	3,607	819	22.7	--	--	--	--
All other	9	2,246	595	26.5	10	3,886	994	25.6	6	x	x	x	--	--	--	--	1	x	x	x
Transportation equipment and supplies																				
Aircraft and aeronautical	--	--	--	--	1	x	x	x	--	--	--	--	--	--	--	--	--	--	--	--
Railroad	4	935	305	32.6	2	x	x	x	3	x	x	x	3	4,336	1,451	33.5	1	x	x	x
Boats (including motor, sail and steam)	6	1,578	263	16.7	1	x	x	x	1	x	x	x	--	--	--	--	--	--	--	--
All other	8	1,954	443	22.7	2	x	x	x	4	2,742	489	17.8	1	x	x	x	--	--	--	--
Metals and Metal Work (except scrap)	87	21,352	4,195	19.6	71	27,472	4,666	17.0	75	51,973	8,404	16.2	18	21,548	3,446	16.0	9	77,019	2,526	3.3
Iron and steel (except structural)	32	7,973	1,724	21.6	29	11,444	2,293	20.0	38	26,590	4,720	17.8	9	x	x	x	2	x	x	x
Structural iron and steel	14	3,463	833	24.1	12	4,507	732	16.2	10	6,711	1,233	18.4	--	--	--	--	--	--	--	--
Wire, wire fence and wire rope	5	1,175	218	18.6	4	x	x	x	1	x	x	x	--	--	--	--	--	--	--	--
Copper	3	703	139	19.8	3	1,018	145	14.2	--	--	--	--	--	--	--	--	1	x	x	x
Sheet metal products	20	4,906	935	19.1	18	6,749	1,027	15.2	17	11,331	1,704	15.0	4	x	x	x	1	x	x	x
Other metals and metal work	13	3,132	346	11.0	5	x	x	x	9	x	x	x	5	5,779	682	11.8	5	64,264	1,692	2.6

(continued on next page)

X - Withheld to avoid disclosure of individual operations.

UNITED STATES SUMMARY

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

For 142 kinds of business

KIND OF BUSINESS	Total, all establishments				Establishments with sales of															
					Under $10,000				$10,000 to $49,999				$50,000 to $99,999				$100,000 to $199,999			
	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales
Paper and Its Products	2,486	$396,731	$73,583	18.5	321	$1,477	$312	21.1	806	$21,019	$4,613	21.9	445	$31,663	$6,877	21.7	370	$52,412	$10,981	21.0
Wrapping or coarse paper and products	1,541	282,003	49,356	17.5	171	801	154	19.2	449	11,796	2,185	18.5	265	19,038	3,677	19.3	258	36,353	7,176	19.7
Fine or printing and writing paper	201	61,596	10,916	17.7	6	x	x	x	37	1,108	235	21.2	33	2,323	471	20.3	33	4,952	1,056	21.3
Stationery and stationery supplies	489	36,905	8,143	22.1	117	518	109	21.0	195	4,770	1,080	22.6	88	6,294	1,427	22.7	47	6,618	1,420	21.5
Wall paper	255	16,227	5,168	31.8	27	x	x	x	125	3,345	1,113	33.3	59	4,008	1,302	32.5	32	4,489	1,329	29.6
Petroleum and Its Products	578	124,120	16,491	13.3	182	526	152	28.9	191	5,152	1,235	24.0	99	7,124	1,785	25.1	80	11,356	2,254	19.8
Plumbing and Heating Equipment and Supplies	1,712	240,005	47,547	19.8	154	794	296	37.3	485	13,284	3,262	24.6	361	26,166	5,600	21.4	352	49,112	10,215	20.8
Plumbing and heating (full line)	508	119,862	22,480	18.8	4	x	x	x	40	1,283	283	22.1	101	7,626	1,508	19.8	157	22,671	4,492	19.8
Heating (including stoves and ranges)	224	24,682	5,623	22.8	24	x	x	x	89	2,369	649	27.4	46	3,152	747	23.7	35	4,743	1,231	26.0
Plumbing fixtures, equipment and supplies	838	85,391	16,911	19.8	99	507	173	34.1	295	8,232	1,901	23.1	189	13,589	2,854	21.0	143	19,616	4,033	20.6
All other	142	10,070	2,533	25.2	27	137	46	33.6	61	1,400	429	30.6	25	1,799	491	27.3	17	2,082	459	22.0
Tobacco and Its Products (except leaf)	1,914	744,644	41,094	5.5	142	513	73	14.8	241	7,561	540	7.1	257	18,643	1,373	7.4	344	49,603	3,286	6.6
Waste Materials	4,765	391,194	57,039	14.6	1,982	7,169	1,786	24.9	1,528	35,094	8,103	23.1	486	33,711	7,176	21.3	363	50,555	8,927	17.7
Iron and steel scrap	1,442	163,010	20,485	12.6	578	2,074	524	25.3	464	11,184	2,666	23.8	151	10,532	2,390	22.7	110	15,103	3,010	19.9
Junk and scrap (full line)	1,534	79,228	13,204	16.7	628	2,352	548	23.3	543	12,022	2,604	21.7	170	11,824	2,273	19.2	98	13,396	2,293	17.1
Waste paper, rags and rubber	1,569	122,946	20,978	17.1	695	2,439	658	27.0	467	10,483	2,629	25.1	140	9,546	2,289	24.0	130	18,577	3,310	17.8
Nonferrous metals	220	26,010	2,372	9.1	81	304	56	18.4	54	1,405	204	14.5	25	1,809	224	12.4	25	3,479	314	9.0
All Other Products	3,908	406,422	63,513	15.6	993	4,297	1,066	24.8	1,453	37,397	7,685	20.5	622	43,501	8,661	19.9	433	58,710	10,940	18.6
Books, periodicals and newspapers	607	103,821	19,670	18.9	53	248	67	27.0	205	5,669	1,135	20.0	134	9,599	1,722	17.9	93	12,439	2,336	18.8
Flowers and nursery stock	533	23,860	4,805	20.1	277	1,110	286	25.8	121	2,979	631	21.2	58	4,239	892	21.0	50	6,680	1,434	21.5
Forest products (except lumber)	490	35,940	6,189	17.2	178	746	208	27.9	169	4,138	1,060	25.6	68	4,655	1,178	25.3	41	5,636	1,117	19.8
Leather and leather goods	1,028	98,551	13,204	13.4	176	803	156	19.4	439	11,713	2,029	17.3	186	13,023	2,341	18.0	132	18,014	3,134	17.4
Oils and greases (animal and vegetable)	60	26,504	2,540	9.6	4	x	x	x	16	x	x	x	9	601	141	23.5	8	1,051	153	14.6
Rubber (crude)	11	11,259	958	8.5	1	x	x	x	1	x	x	x	--	--	--	--	3	434	85	19.6
Textiles and materials other than dry goods	291	30,374	4,933	16.2	69	288	69	24.0	111	2,983	600	20.1	37	2,552	534	20.9	44	6,266	1,142	18.2
Yarns	154	37,387	3,254	8.7	17	56	13	23.2	45	1,203	216	18.0	30	2,073	305	14.7	23	2,993	447	14.9
Miscellaneous kinds of business	734	38,726	7,960	20.6	218	1,020	262	25.7	346	8,333	1,899	22.8	100	6,759	1,548	22.9	39	5,197	1,092	21.0

X - Withheld to avoid disclosure of individual operations.

UNITED STATES SUMMARY

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS
WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

For 142 kinds of business

KIND OF BUSINESS	Establishments with sales of																			
	$200,000 to $299,999				$300,000 to $499,999				$500,000 to $999,999				$1,000,000 to $1,999,999				$2,000,000 and over			
	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales	Number	Net Sales (add 000)	Expenses (add 000)	Expenses, % to Sales
Paper and Its Products	196	$47,704	$8,979	18.8	163	$62,007	$11,850	19.1	128	$85,925	$15,268	17.8	46	$64,275	$10,024	15.6	11	$30,249	$4,679	15.5
Wrapping or coarse paper and products	150	36,412	6,397	17.6	116	44,465	8,124	18.3	88	59,329	10,327	17.4	34	x	x	x	10	x	x	x
Fine or printing and writing paper	22	5,590	1,160	20.8	31	11,818	2,115	17.9	30	x	x	x	8	x	x	x	1	x	x	x
Stationery and stationery supplies	20	4,691	1,112	23.7	9	3,003	649	21.6	9	6,048	1,324	21.9	4	4,963	1,022	20.6	--	--	--	--
Wall paper	4	1,011	310	30.7	7	2,721	962	35.4	1	x	x	x	--	--	--	--	--	--	--	--
Petroleum and Its Products	15	3,818	541	14.2	21	7,823	1,201	15.4	24	17,436	2,887	16.6	15	21,288	2,875	13.5	11	49,597	3,561	7.2
Plumbing and Heating Equipment and Supplies	158	37,872	7,436	19.6	118	44,855	8,650	19.3	74	50,372	9,186	18.2	7	10,455	1,716	16.4	3	7,095	1,186	16.7
Plumbing and heating (full line)	84	20,325	4,067	20.0	77	29,423	5,614	19.1	38	26,030	4,827	18.5	5	7,432	988	13.3	2	x	x	x
Heating (including stoves and ranges)	12	2,916	577	19.8	8	3,384	794	23.5	9	6,296	1,129	17.9	1	x	x	x	--	--	--	--
Plumbing fixtures, equipment and supplies	56	13,208	2,518	19.1	30	10,727	1,989	18.5	24	16,138	2,649	16.4	1	x	x	x	1	x	x	x
All other	6	1,423	274	19.3	3	1,321	253	19.2	3	1,908	581	30.5	--	--	--	--	--	--	--	--
Tobacco and Its Products (except leaf)	271	66,790	3,638	5.4	261	101,989	5,517	5.4	250	170,813	8,543	5.0	97	131,469	6,202	4.7	51	197,263	11,922	6.0
Waste Materials	157	37,891	6,653	17.6	107	40,106	5,713	14.2	86	60,180	7,611	12.6	37	51,898	6,514	12.6	19	74,590	4,556	6.1
Iron and steel scrap	50	12,482	2,058	16.5	36	13,541	2,367	17.5	23	15,589	1,668	10.7	16	21,797	2,399	11.0	14	60,708	3,403	5.6
Junk and scrap (full line)	45	10,488	1,878	17.9	23	8,400	1,057	12.6	25	17,496	2,295	13.1	1	x	x	x	1	x	x	x
Waste paper, rags and rubber	52	12,560	2,426	19.3	36	13,952	2,053	14.7	28	19,820	2,864	14.5	18	25,766	3,895	15.1	3	9,803	854	8.7
Nonferrous metals	10	2,361	291	12.3	12	4,213	236	5.6	10	7,275	784	10.8	2	x	x	x	1	x	x	x
All Other Products	144	35,420	5,648	15.9	129	49,538	7,522	15.2	78	56,610	7,919	14.0	34	47,351	5,482	11.6	22	73,598	8,590	11.7
Books, periodicals and newspapers	46	11,155	2,021	18.1	39	15,542	3,021	19.4	22	16,459	3,601	21.9	8	11,213	1,973	17.6	7	21,497	3,794	17.6
Flowers and nursery stock	15	3,531	602	17.0	9	3,599	557	15.5	3	1,722	403	23.4	--	--	--	--	--	--	--	--
Forest products (except lumber)	12	3,015	565	18.7	14	5,319	833	15.7	5	3,564	491	13.8	2	x	x	x	1	x	x	x
Leather and leather goods	33	8,090	1,130	14.0	31	11,414	1,330	11.7	22	15,969	1,636	10.2	5	6,353	700	11.0	4	13,172	748	5.7
Oils and greases (animal and vegetable)	4	1,034	135	13.1	4	1,668	147	8.8	6	3,924	287	7.3	6	8,097	747	9.2	3	9,754	824	8.4
Rubber (crude)	1	x	x	x	1	x	x	x	1	x	x	x	1	x	x	x	2	x	x	x
Textiles and materials other than dry goods	14	3,413	480	14.1	8	2,792	487	17.4	4	3,114	197	6.3	2	x	x	x	2	x	x	x
Yarns	10	2,535	220	8.7	9	3,213	236	7.3	9	x	x	x	9	12,799	941	7.4	2	x	x	x
Miscellaneous kinds of business	9	x	x	x	14	x	x	x	6	4,514	741	16.4	1	x	x	x	1	x	x	x

X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS FOR WHOLESALE MERCHANTS

Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	Total, all establishments			Establishments with sales of																	
				Under $50,000			$50,000 to $99,999			$100,000 to $199,999			$200,000 to $499,999			$500,000 to $999,999			$1,000,000 and over		
	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales
AMUSEMENT AND SPORTING GOODS																					
UNITED STATES TOTAL	1,015	$107,139	18.4	608	$11,411	27.4	182	$12,831	24.9	119	$17,241	22.8	79	$23,325	19.7	17	$12,080	17.3	10	$30,251	9.1
New England	72	4,584	19.7	50	989	26.0	10	681	21.0	8	1,292	22.1	3	x	x	1	x	x	--	--	--
Middle Atlantic	366	49,682	16.6	220	4,249	27.9	66	4,701	23.3	44	6,095	21.7	20	6,456	19.8	8	x	x	8	x	x
East North Central	170	13,992	23.6	102	1,752	27.3	28	1,999	29.0	20	3,077	25.4	16	4,517	18.8	4	2,647	23.3	--	--	--
West North Central	77	5,480	25.5	47	970	28.7	13	861	33.6	6	839	23.4	11	2,810	22.5	--	--	--	--	--	--
South Atlantic	63	5,751	22.1	32	613	28.1	12	826	28.0	9	1,394	24.7	10	2,918	18.0	--	--	--	--	--	--
East South Central	17	944	24.7	9	145	20.0	5	324	32.1	2	x	x	1	x	x	--	--	--	--	--	--
West South Central	62	5,259	20.8	41	715	28.7	10	673	25.6	4	612	18.3	5	1,552	20.2	2	1,707	17.0	--	--	--
Mountain	29	1,959	27.7	17	393	28.0	4	269	23.8	6	x	x	2	x	x	--	--	--	--	--	--
Pacific	159	19,488	13.9	90	1,585	26.2	34	2,497	20.8	20	2,883	21.3	11	3,411	19.4	2	x	x	2	x	x
TOTAL, 13 CITIES	583	70,834	17.9	337	6,148	28.2	105	7,582	23.5	72	10,466	22.8	46	14,345	18.7	14	9,826	17.0	9	22,467	10.7
Baltimore	15	1,057	20.5	8	156	12.8	4	273	16.1	2	x	x	1	x	x	--	--	--	--	--	--
Boston	32	2,939	19.2	19	275	32.7	4	277	22.7	6	991	22.8	2	x	x	1	x	x	--	--	--
Buffalo	10	886	21.3	5	x	x	--	--	--	4	525	21.7	1	x	x	--	--	--	--	--	--
Chicago	47	5,579	23.7	23	395	27.8	10	690	24.3	6	907	32.4	5	1,487	18.2	3	2,100	22.9	--	--	--
Cleveland	18	1,475	21.2	12	186	26.3	1	x	x	2	x	x	3	892	17.5	--	--	--	--	--	--
Detroit	22	1,514	18.6	15	x	x	2	x	x	3	453	16.8	2	x	x	--	--	--	--	--	--
Los Angeles	65	12,728	9.6	39	569	33.4	11	847	22.0	7	1,043	15.3	4	1,157	15.6	2	x	x	2	x	x
Milwaukee	18	1,396	25.9	10	216	30.6	4	311	36.0	2	318	20.1	2	551	21.6	--	--	--	--	--	--
New York	244	30,730	18.2	151	2,869	27.8	43	3,104	20.4	24	3,392	22.0	14	4,779	21.7	6	4,674	17.8	6	11,912	13.1
Philadelphia	39	5,608	20.0	22	567	30.2	9	626	32.1	3	393	21.1	3	715	14.3	1	x	x	1	x	x
Pittsburgh	20	2,189	21.1	9	164	24.4	3	x	x	5	595	25.7	2	x	x	1	x	x	--	--	--
St. Louis	18	1,587	22.7	10	183	27.3	2	134	33.6	3	425	18.1	3	845	22.4	--	--	--	--	--	--
San Francisco	35	3,146	20.7	14	247	21.9	12	866	19.1	5	756	29.8	4	1,277	16.3	--	--	--	--	--	--

X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS FOR WHOLESALE MERCHANTS

Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	Total, all establishments			Establishments with sales of																	
				Under $50,000			$50,000 to $99,999			$100,000 to $199,999			$200,000 to $499,999			$500,000 to $999,999			$1,000,000 and over		
	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales
AUTOMOTIVE																					
UNITED STATES TOTAL	5,626	$747,920	16.8	3,223	$69,314	27.6	1,131	$79,367	26.5	610	$84,356	25.3	411	$124,447	21.0	131	$92,228	14.1	120	$298,208	8.5
New England	312	50,521	15.9	160	3,594	28.2	69	5,012	25.0	42	5,765	27.8	25	8,122	19.4	8	5,118	12.3	8	22,910	8.5
Middle Atlantic	989	156,636	16.7	535	12,313	28.8	209	14,721	28.7	103	14,202	26.7	86	26,164	20.8	30	21,510	15.2	26	67,726	8.7
East North Central	1,403	196,449	16.0	872	18,648	28.5	247	17,425	27.9	127	17,175	26.8	95	27,890	21.5	32	21,933	13.8	30	93,378	8.2
West North Central	741	91,609	17.8	404	8,170	24.7	144	10,307	24.7	92	12,902	22.7	68	21,380	20.6	20	14,413	15.7	13	24,437	8.8
South Atlantic	477	55,026	18.3	255	5,591	27.4	114	7,985	26.6	50	6,939	25.5	40	12,105	19.4	10	7,091	13.8	8	15,315	8.7
East South Central	202	16,424	21.7	114	2,492	28.4	47	3,316	25.7	24	3,126	23.3	13	3,813	25.9	3	x	x	1	x	x
West South Central	452	48,822	18.9	242	4,922	26.1	93	6,318	24.6	71	9,982	24.3	26	6,949	22.9	10	7,249	13.9	10	13,402	10.2
Mountain	226	24,412	18.4	119	2,233	25.9	49	3,466	25.7	32	4,494	24.1	16	5,108	20.8	6	x	x	4	x	x
Pacific	824	108,021	15.4	522	11,351	27.3	159	10,817	25.2	69	9,771	24.4	42	12,916	21.2	12	8,367	14.2	20	54,799	8.2
TOTAL, 13 CITIES	1,378	299,940	15.2	753	15,895	30.4	244	16,947	28.7	143	20,498	28.6	140	43,796	22.2	45	31,895	16.9	53	170,909	8.7
Baltimore	42	2,927	25.7	27	478	32.8	8	512	28.5	2	x	x	4	1,146	25.0	1	x	x	--	--	--
Boston	71	23,711	12.7	30	608	30.4	13	931	24.0	12	1,755	28.7	9	3,249	19.0	2	1,548	15.0	5	15,620	8.0
Buffalo	31	9,881	12.1	17	271	25.8	4	252	19.8	1	x	x	2	x	x	5	4,134	16.5	2	x	x
Chicago	244	41,760	16.9	135	3,186	31.6	41	2,943	29.6	26	3,743	29.1	30	8,509	23.3	5	3,733	17.4	7	19,646	7.5
Cleveland	84	20,021	11.7	54	837	31.2	14	897	33.9	2	347	33.4	6	1,920	21.2	3	1,940	14.2	5	14,080	7.0
Detroit	118	43,293	13.6	71	1,240	31.0	13	978	28.9	14	1,846	30.9	10	3,489	24.6	6	3,898	17.2	4	31,842	9.8
Los Angeles	198	38,771	14.8	123	2,361	28.8	33	2,256	25.5	16	2,311	26.8	12	3,624	28.8	5	3,678	16.5	9	24,541	9.0
Milwaukee	40	4,286	26.8	21	569	36.9	9	617	32.3	4	616	30.8	5	x	x	1	x	x	--	--	--
New York	270	49,910	16.8	125	2,999	30.5	60	4,040	27.4	34	4,956	27.2	33	10,504	18.8	12	7,903	14.5	6	19,508	9.8
Philadelphia	95	15,595	18.0	53	1,402	30.7	17	1,301	35.4	10	1,396	26.1	10	2,701	22.5	1	x	x	4	x	x
Pittsburgh	35	12,243	15.8	15	418	28.0	8	642	31.9	3	x	x	4	1,629	26.6	1	x	x	4	8,555	10.4
St. Louis	69	8,024	21.4	43	667	26.2	12	815	28.3	6	867	36.1	5	1,429	30.7	2	x	x	1	x	x
San Francisco	81	29,518	12.0	39	859	29.1	12	763	28.2	13	1,917	27.4	10	3,199	21.3	1	x	x	6	x	x

X - Withheld to avoid disclosure of individual operations

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS
FOR WHOLESALE MERCHANTS

Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

BEER, WINES AND LIQUORS

Area	Total, all establishments			Establishments with sales of: Under $50,000			$50,000 to $99,999			$100,000 to $199,999			$200,000 to $499,999			$500,000 to $999,999			$1,000,000 and over		
	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales
UNITED STATES TOTAL	3,935	$587,376	12.7	1,665	$39,261	16.8	877	$62,507	15.7	659	$92,030	15.2	504	$156,748	12.3	155	$104,560	11.0	75	$132,270	10.0
New England	275	65,029	13.5	45	1,416	18.9	57	4,140	17.6	65	9,516	14.5	77	23,226	13.4	21	13,697	12.2	10	13,034	12.3
Middle Atlantic	913	138,834	13.7	463	10,380	15.8	197	13,674	15.3	120	16,045	16.5	73	24,246	13.5	31	21,936	12.8	29	52,553	12.4
East North Central	959	133,266	11.5	372	9,348	15.7	230	16,759	14.1	196	27,383	14.4	126	38,360	11.7	21	13,984	10.9	14	27,432	5.7
West North Central	468	60,752	12.7	203	4,781	16.7	130	9,382	16.2	54	7,434	16.7	55	17,051	12.3	22	14,287	10.9	4	7,817	6.1
South Atlantic	299	53,919	12.3	106	2,558	21.5	63	4,244	17.0	52	7,315	14.9	48	14,999	12.3	24	16,188	10.0	6	8,615	9.3
East South Central	134	21,595	9.7	63	1,364	23.0	23	1,553	16.2	13	1,929	15.0	24	7,522	8.6	9	x	x	2	x	x
West South Central	230	29,313	11.9	112	2,252	15.5	28	2,043	15.5	48	6,653	15.1	32	10,151	10.9	8	5,387	8.7	2	2,827	9.1
Mountain	142	14,057	14.1	71	1,682	18.1	35	2,558	16.8	22	3,151	13.8	10	3,148	14.4	3	x	x	1	x	x
Pacific	515	70,611	13.6	230	5,480	16.8	114	8,154	16.9	89	12,604	15.8	59	18,045	12.5	16	10,404	10.8	7	15,924	12.0
TOTAL, 13 CITIES	838	204,719	12.3	302	6,967	18.1	151	10,842	18.1	150	21,035	16.8	130	42,138	12.9	58	40,055	11.4	47	83,682	10.0
Baltimore	34	10,804	11.4	6	165	21.8	6	455	16.3	3	x	x	10	3,609	10.5	8	4,924	12.0	1	x	x
Boston	58	23,821	13.8	6	179	24.0	4	324	20.4	15	2,165	14.7	17	5,148	15.4	8	5,614	12.0	8	10,391	13.4
Buffalo	9	3,080	13.2	1	x	x	3	239	24.7	1	x	x	2	897	12.8	1	x	x	1	x	x
Chicago	163	38,569	10.7	45	1,131	16.9	32	2,287	15.7	35	5,059	12.1	36	11,382	11.6	8	5,588	9.9	7	13,122	8.3
Cleveland	11	1,016	20.2	6	105	29.5	1	x	x	3	413	18.6	1	x	x	--	--	--	--	--	--
Detroit	15	7,769	4.0	4	59	18.6	3	203	14.3	2	253	13.0	2	x	x	--	--	--	4	x	x
Los Angeles	106	22,230	12.6	43	1,023	15.2	18	1,198	16.4	21	2,946	17.2	16	4,990	11.4	5	3,304	10.1	3	8,769	11.9
Milwaukee	48	9,527	12.7	17	436	16.7	8	618	16.7	11	1,558	22.3	8	2,500	13.6	2	x	x	2	x	x
New York	168	60,522	13.2	58	1,300	26.0	32	2,276	24.5	25	3,356	23.4	19	6,475	14.0	15	10,821	13.7	19	36,294	10.8
Philadelphia	49	5,269	11.6	27	515	13.0	9	x	x	7	1,011	16.2	2	x	x	4	2,518	10.3	--	--	--
Pittsburgh	71	2,940	11.1	51	x	x	13	817	9.2	6	841	11.9	1	x	x	--	--	--	--	--	--
St. Louis	18	5,391	13.5	4	141	16.3	3	x	x	1	x	x	7	2,368	14.2	3	2,499	10.5	--	--	--
San Francisco	88	13,781	14.0	34	912	19.7	19	1,461	19.9	20	2,678	17.1	9	2,891	15.9	4	2,698	6.7	2	3,141	11.6

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS FOR WHOLESALE MERCHANTS

Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	Total, all establishments			Establishments with sales of																	
				Under $50,000			$50,000 to $99,999			$100,000 to $199,999			$200,000 to $499,999			$500,000 to $999,999			$1,000,000 and over		
	Number	Net sales (add 000)	Ex-penses, % to sales	Num-ber	Net sales (add 000)	Ex-penses, % to sales	Num-ber	Net sales (add 000)	Ex-penses, % to sales	Num-ber	Net sales (add 000)	Ex-penses, % to sales	Num-ber	Net sales (add 000)	Ex-penses, % to sales	Num-ber	Net sales (add 000)	Ex-penses, % to sales	Num-ber	Net sales (add 000)	Ex-penses, % to sales
CHEMICALS AND PAINTS																					
UNITED STATES TOTAL	1,333	$223,594	18.1	721	$14,329	25.8	230	$16,446	26.0	177	$24,668	22.5	121	$36,378	20.7	55	$39,442	14.6	29	$92,331	14.7
New England	112	19,542	16.8	50	1,143	27.3	24	1,758	22.2	14	2,043	23.3	13	4,538	16.6	6	4,367	9.8	5	5,693	16.2
Middle Atlantic	408	101,793	18.9	204	4,278	24.9	74	5,241	24.4	52	7,281	20.7	50	14,888	19.7	17	12,447	15.1	11	57,658	18.3
East North Central	325	38,937	19.6	182	3,704	26.5	60	4,320	31.1	45	6,157	24.7	21	5,813	26.4	10	6,450	18.0	7	12,493	8.8
West North Central	134	14,528	22.0	71	1,456	28.4	22	1,563	25.4	19	2,477	23.7	17	5,279	23.0	5	3,753	15.7	--	--	--
South Atlantic	95	18,715	10.1	53	833	25.6	15	1,072	21.9	10	1,436	22.8	10	3,094	18.8	5	x	x	2	x	x
East South Central	27	8,351	11.9	13	306	28.1	4	284	26.4	3	399	19.0	2	x	x	4	2,676	13.3	1	x	x
West South Central	55	5,610	18.7	33	554	22.2	6	443	22.8	9	1,356	23.2	4	1,204	18.2	3	2,053	14.2	--	--	--
Mountain	26	2,218	25.2	13	184	17.9	5	348	22.1	6	882	21.9	1	x	x	1	x	x	--	--	--
Pacific	151	13,900	18.3	102	1,871	24.9	20	1,417	26.7	19	2,637	20.4	3	763	11.0	4	3,095	18.6	3	4,117	12.2
TOTAL, 13 CITIES	629	138,921	19.1	333	6,960	25.7	111	7,999	28.6	74	10,566	22.4	59	17,985	21.9	31	22,564	16.1	21	72,847	17.2
Baltimore	21	2,127	17.3	10	166	24.1	5	333	22.5	3	459	21.8	2	x	x	1	x	x	--	--	--
Boston	40	9,808	15.6	16	429	26.8	6	465	19.4	6	913	18.2	6	2,096	16.1	3	2,328	8.3	3	3,577	17.4
Buffalo	17	1,323	29.3	8	168	29.2	5	x	x	2	x	x	2	x	x	--	--	--	--	--	--
Chicago	83	12,184	19.0	45	929	27.7	15	1,044	33.3	9	1,196	23.9	7	1,964	28.5	5	3,227	16.0	2	3,824	9.3
Cleveland	45	6,229	23.9	23	406	33.5	13	906	40.8	5	779	30.0	2	x	x	--	--	--	2	x	x
Detroit	28	6,773	19.3	11	327	20.8	4	324	23.1	6	788	33.1	1	x	x	5	3,223	20.1	1	x	x
Los Angeles	53	6,142	16.3	35	651	25.9	6	463	28.9	6	815	19.6	2	x	x	2	x	x	2	x	x
Milwaukee	22	1,621	28.9	14	273	26.4	4	334	28.1	2	x	x	2	x	x	--	--	--	--	--	--
New York	218	80,026	19.0	113	2,421	23.1	34	2,432	25.5	24	3,540	20.0	27	8,160	19.3	10	7,616	17.2	10	55,857	18.6
Philadelphia	38	4,424	18.8	20	397	33.0	7	552	21.4	6	707	22.9	3	x	x	2	x	x	--	--	--
Pittsburgh	12	808	21.4	7	168	28.6	3	212	24.1	1	x	x	1	x	x	--	--	--	--	--	--
St. Louis	21	2,616	20.4	13	234	27.4	2	x	x	1	x	x	4	1,220	22.6	1	x	x	--	--	--
San Francisco	31	4,840	19.2	18	391	20.5	7	437	32.5	3	495	21.8	--	--	--	2	x	x	1	x	x

X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS FOR WHOLESALE MERCHANTS

Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

CLOTHING AND FURNISHINGS

Area	Total, all establishments			Establishments with sales of: Under $50,000			$50,000 to $99,999			$100,000 to $199,999			$200,000 to $499,999			$500,000 to $999,999			$1,000,000 and over		
	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales
UNITED STATES TOTAL	3,783	$614,129	13.7	1,741	$37,306	15.9	647	$46,500	15.0	617	$86,953	13.9	506	$155,662	13.6	197	$133,712	13.8	75	$153,996	12.5
New England	297	42,288	13.4	128	3,088	15.1	63	4,671	14.6	49	7,075	12.3	39	11,936	13.3	14	9,537	12.2	4	5,981	14.9
Middle Atlantic	1,987	358,881	13.1	903	18,504	16.0	320	23,010	14.5	309	43,710	13.9	275	86,301	13.5	126	86,112	13.3	54	101,244	11.5
East North Central	554	72,456	15.1	255	5,205	16.3	109	7,641	15.7	96	13,583	14.4	65	20,454	13.6	22	14,847	16.3	7	10,726	16.2
West North Central	230	59,824	15.0	84	1,839	17.6	38	2,783	17.8	46	6,308	14.6	46	13,083	14.0	13	8,496	16.1	3	27,315	14.7
South Atlantic	216	21,567	14.1	122	3,025	14.1	43	3,069	14.2	25	3,445	12.7	19	5,584	13.4	4	2,650	17.7	3	3,794	13.9
East South Central	87	12,172	13.6	40	981	12.7	14	963	16.5	17	2,351	14.5	9	2,696	10.4	6	x	x	1	x	x
West South Central	81	10,214	15.0	37	838	14.1	14	1,076	13.5	15	1,995	18.0	12	3,305	15.4	2	x	x	1	x	x
Mountain	31	3,348	14.8	12	292	18.8	6	397	19.9	10	1,425	13.6	2	x	x	1	x	x	--	--	--
Pacific	300	33,379	13.4	160	3,534	17.0	40	2,890	15.0	50	7,061	13.4	39	x	x	9	5,847	10.8	2	x	x
TOTAL, 13 CITIES	2,934	522,862	13.4	1,319	27,928	16.0	486	34,869	14.8	474	67,086	13.6	413	129,058	13.6	172	117,226	13.4	70	146,695	12.4
Baltimore	91	8,104	12.8	64	1,726	13.2	5	333	19.5	14	2,046	12.8	5	1,439	11.7	2	x	x	1	x	x
Boston	216	35,705	12.9	81	2,130	14.5	44	3,295	14.4	37	5,294	12.3	37	11,458	13.2	14	9,537	12.2	3	3,991	12.3
Buffalo	10	1,180	19.0	4	71	11.3	--	--	--	4	x	x	2	x	x	--	--	--	--	--	--
Chicago	251	34,397	15.0	106	2,110	16.6	56	3,894	16.6	42	5,941	13.1	34	10,516	13.6	9	6,446	16.3	4	5,490	16.5
Cleveland	72	12,390	15.1	35	606	18.8	13	915	14.5	14	2,067	13.2	4	1,388	13.7	3	2,178	15.2	3	5,236	15.8
Detroit	53	6,668	10.2	21	560	15.5	10	694	13.8	13	x	x	8	2,777	10.0	1	x	x	--	--	--
Los Angeles	141	16,797	11.6	70	1,334	17.2	22	1,678	14.5	25	3,507	12.7	17	5,131	11.9	6	x	x	1	x	x
Milwaukee	39	3,588	20.6	20	307	19.5	7	486	15.8	7	1,034	14.7	3	x	x	2	x	x	--	--	--
New York	1,579	312,504	13.0	711	14,429	15.4	247	17,572	14.4	234	33,065	13.9	220	68,953	13.6	113	77,241	13.2	54	101,244	11.5
Philadelphia	208	23,370	14.8	109	2,181	19.5	30	2,307	13.7	33	4,601	15.4	29	9,712	13.1	7	4,569	16.3	--	--	--
Pittsburgh	74	11,569	11.9	23	639	16.3	17	1,273	14.8	14	2,097	11.5	16	4,852	12.0	4	2,708	9.7	--	--	--
St Louis	108	44,914	15.3	31	678	17.8	21	1,474	17.7	22	3,125	15.6	23	6,859	15.4	8	5,463	16.6	3	27,315	14.7
San Francisco	92	11,676	15.1	44	1,157	16.4	14	948	13.5	15	x	x	15	4,653	15.8	3	1,750	16.3	1	x	x

X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS FOR WHOLESALE MERCHANTS

Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	Total, all establishments			Establishments with sales of																	
				Under $50,000			$50,000 to $99,999			$100,000 to $199,999			$200,000 to $499,999			$500,000 to $999,999			$1,000,000 and over		
	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales
COAL AND COKE																					
UNITED STATES TOTAL	381	$198,334	12.1	123	$2,646	21.0	61	$4,425	21.3	57	$7,869	19.8	63	$19,637	22.1	34	$25,252	14.8	43	$138,505	9.3
New England	44	69,948	6.8	9	220	21.8	3	228	14.9	5	653	21.4	11	3,935	20.4	6	4,258	17.5	10	60,654	4.9
Middle Atlantic	133	53,508	13.8	40	855	21.6	24	1,801	20.8	16	2,224	17.0	23	7,095	29.0	16	11,599	13.7	14	29,934	9.3
East North Central	110	48,780	15.8	30	621	18.7	20	1,425	22.5	21	2,712	17.6	20	5,559	18.6	7	5,793	18.1	12	32,670	14.4
West North Central	38	17,908	17.3	15	357	20.4	3	155	20.0	7	1,128	25.5	5	1,965	18.0	3	x	x	5	x	x
South Atlantic	20	3,918	10.0	7	161	25.5	5	378	16.9	4	574	25.6	1	x	x	2	x	x	1	x	x
East South Central	7	2,500	15.6	4	71	18.3	--	--	--	--	--	--	2	x	x	--	--	--	1	x	x
West South Central	3	167	29.3	2	x	x	1	x	x	--	--	--	--	--	--	--	--	--	--	--	--
Mountain	5	102	36.3	4	x	x	1	x	x	--	--	--	--	--	--	--	--	--	--	--	--
Pacific	21	1,503	17.1	12	237	18.1	4	x	x	4	578	21.8	1	x	x	--	--	--	--	--	--
TOTAL, 13 CITIES 1/	159	124,046	10.6	42	1,017	21.0	26	2,000	22.1	26	3,672	20.2	25	7,989	23.5	16	12,398	14.9	24	96,970	8.3
Baltimore																					
Boston																					
Buffalo																					
Chicago																					
Cleveland																					
Detroit																					
Los Angeles																					
Milwaukee																					
New York																					
Philadelphia																					
Pittsburgh																					
St. Louis																					
San Francisco																					

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1/ The limited number of establishments prevents showing information for cities

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS FOR WHOLESALE MERCHANTS

Geographic Divisions and the 13 Cities of more than 500,000 Population
For 29 kind-of-business groups

Area	Total, all establishments			Establishments with sales of																	
							Under $100,000			$100,000 to $199,999			$200,000 to $499,999			$500,000 to $999,999			$1,000,000 and over		
	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales
DRUGS (full-line)																					
UNITED STATES TOTAL	274	$297,784	13.0				15	$949	16.6	21	$2,860	13.7	61	$21,308	13.9	70	$51,237	14.0	107	$221,430	12.7
New England	22	24,792	11.6				--	--	--	4	538	11.7	5	1,589	15.2	7	5,023	13.4	6	17,642	10.8
Middle Atlantic	37	42,149	11.8				4	158	24.7	4	597	16.2	8	2,406	17.0	5	3,698	12.4	16	35,290	11.2
East North Central	42	53,743	13.1				1	x	x	2	x	x	5	2,088	13.9	12	8,516	14.8	22	42,896	12.7
West North Central	29	43,573	12.6				1	x	x	4	x	x	4	1,529	12.2	3	2,326	12.3	17	39,074	12.6
South Atlantic	49	30,868	13.9				3	218	10.6	2	349	14.0	19	6,518	14.3	17	13,662	15.5	8	10,121	11.5
East South Central	26	17,183	13.5				2	142	19.0	3	338	11.8	8	2,745	11.9	8	5,489	14.0	5	8,469	13.7
West South Central	30	26,672	13.2				3	224	19.2	2	270	13.0	4	1,508	15.4	7	4,211	13.2	14	20,459	13.0
Mountain	17	12,820	12.5				--	--	--	--	--	--	8	2,925	11.7	4	2,944	9.9	5	6,951	14.0
Pacific	22	45,984	14.6				1	x	x	--	--	--	--	--	--	7	5,368	14.4	14	40,528	14.7
TOTAL, 13 CITIES 1/	46	98,790	12.0				--	--	--	2	282	11.7	4	1,412	22.4	10	6,922	15.5	30	90,174	11.5
Baltimore																					
Boston																					
Buffalo																					
Chicago																					
Cleveland																					
Detroit																					
Los Angeles																					
Milwaukee																					
New York																					
Philadelphia																					
Pittsburgh																					
St. Louis																					
San Francisco																					

X - Withheld to avoid disclosure of individual operations.

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS FOR WHOLESALE MERCHANTS

Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	Total, all establishments			Establishments with sales of																	
				Under $50,000			$50,000 to $99,999			$100,000 to $199,999			$200,000 to $499,999			$500,000 and over					
	Number	Net sales (add 000)	Ex-penses, % to sales	Num-ber	Net sales (add 000)	Ex-penses, % to sales	Num-ber	Net sales (add 000)	Ex-penses, % to sales	Num-ber	Net sales (add 000)	Ex-penses, % to sales	Num-ber	Net sales (add 000)	Ex-penses, % to sales	Num-ber	Net sales (add 000)	Ex-penses, % to sales	Num-ber	Net sales (add 000)	Ex-penses, % to sales
DRUGS AND DRUG SUNDRIES (specialty lines)																					
UNITED STATES TOTAL	1,149	$112,813	20.7	785	$11,773	26.2	143	$9,907	23.5	112	$15,582	22.9	77	$24,543	22.2	32	$51,008	17.4			
New England	46	2,495	18.4	32	460	33.9	7	469	18.8	5	x	x	1	x	x	1	x	x			
Middle Atlantic	433	52,235	21.5	249	4,080	26.4	66	4,688	23.5	61	8,357	23.5	39	11,983	21.9	18	23,127	19.3			
East North Central	232	24,410	20.4	169	2,202	27.7	27	1,862	25.2	17	2,447	22.9	12	3,823	17.0	7	14,076	19.2			
West North Central	81	5,152	29.6	61	775	31.1	5	351	28.8	5	644	23.4	10	3,382	30.5	--	--	--			
South Atlantic	95	13,392	15.0	67	1,041	24.7	6	x	x	15	2,227	25.7	6	2,307	22.2	1	x	x			
East South Central	43	1,940	27.0	34	615	28.1	5	350	24.3	2	x	x	2	x	x	--	--	--			
West South Central	64	4,112	12.1	48	981	17.7	10	720	18.2	3	404	19.1	1	x	x	2	x	x			
Mountain	14	588	22.6	12	179	26.8	1	x	x	--	--	--	1	x	x	--	--	--			
Pacific	141	8,489	22.7	113	1,440	24.2	16	1,058	25.0	4	481	20.4	5	1,551	17.8	3	3,959	23.7			
TOTAL, 13 CITIES	661	74,566	21.6	414	6,064	27.6	93	6,536	23.7	78	10,572	23.8	51	16,587	20.8	25	34,807	20.0			
Baltimore	22	1,682	22.1	15	277	23.5	1	x	x	4	660	31.8	2	x	x	--	--	--			
Boston	18	894	17.4	12	169	32.5	3	200	28.0	2	x	x	1	x	x	--	--	--			
Buffalo	4	286	37.8	3	x	x	--	--	--	--	--	--	1	x	x	--	--	--			
Chicago	88	11,630	20.7	67	890	31.7	8	558	30.6	4	562	20.5	4	1,387	15.1	5	8,233	19.8			
Cleveland	18	1,025	21.0	12	156	25.0	3	235	32.8	2	x	x	1	x	x	--	--	--			
Detroit	30	878	25.7	24	259	25.5	3	172	22.7	3	447	27.1	--	--	--	--	--	--			
Los Angeles	63	4,627	26.5	54	806	27.4	3	175	32.0	3	364	23.1	1	x	x	2	x	x			
Milwaukee	11	730	20.5	7	48	33.3	1	x	x	2	x	x	1	x	x	--	--	--			
New York	337	45,660	21.6	186	2,882	27.2	57	4,094	23.1	46	6,330	24.4	31	9,739	22.5	17	22,615	19.4			
Philadelphia	28	2,189	17.4	16	x	x	3	195	22.6	7	775	21.8	2	x	x	--	--	--			
Pittsburgh	8	643	19.9	5	104	25.0	--	--	--	2	x	x	1	x	x	--	--	--			
St. Louis	20	1,613	31.7	13	153	30.7	2	x	x	2	x	x	3	1,104	34.8	--	--	--			
San Francisco	14	2,709	15.4	--	--	--	9	639	16.3	1	x	x	3	x	x	1	x	x			

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TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS FOR WHOLESALE MERCHANTS

Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	Total, all establishments			Establishments with sales of																	
				Under $50,000			$50,000 to $99,999			$100,000 to $199,999			$200,000 to $499,999			$500,000 to $999,999			$1,000,000 and over		
	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales
DRY GOODS (full-line)																					
UNITED STATES TOTAL	303	$262,615	14.5	33	$1,095	18.1	53	$3,822	16.7	57	$8,156	13.9	68	$22,184	16.0	42	$32,310	14.4	50	$195,048	14.3
New England	18	5,895	13.4	1	x	x	2	x	x	7	1,014	14.7	3	923	15.3	4	2,579	11.1	1	x	x
Middle Atlantic	63	38,924	14.0	9	x	x	10	755	13.9	14	2,097	12.6	14	4,567	18.4	5	x	x	11	27,671	12.7
East North Central	27	70,764	15.2	--	--	--	8	544	16.4	2	227	10.1	5	1,836	13.9	2	1,898	14.8	10	66,259	15.3
West North Central	23	60,431	14.3	--	--	--	3	222	18.9	5	690	19.1	6	2,084	12.2	3	2,478	16.9	6	54,957	14.2
South Atlantic	69	31,391	14.7	7	220	14.5	11	803	15.6	16	2,349	13.4	17	5,701	18.4	8	6,269	12.7	10	16,049	14.2
East South Central	47	22,195	13.2	11	344	18.6	4	279	20.8	5	604	16.6	15	4,728	14.6	7	5,134	14.8	5	11,106	11.4
West South Central	36	22,008	14.7	5	190	20.0	6	456	18.9	5	718	13.1	6	1,612	12.4	9	7,630	13.1	5	11,402	16.0
Mountain	6	2,656	16.2	--	--	--	1	x	x	2	x	x	1	x	x	1	x	x	1	x	x
Pacific	14	8,351	14.3	--	--	--	8	587	16.4	1	x	x	1	x	x	3	2,142	17.0	1	x	x
TOTAL, 13 CITIES 1/	56	137,969	14.3	3	103	13.6	16	1,219	14.6	10	1,480	12.7	9	3,081	15.2	3	2,445	14.1	15	129,641	14.3
Baltimore																					
Boston																					
Buffalo																					
Chicago																					
Cleveland																					
Detroit																					
Los Angeles																					
Milwaukee																					
New York																					
Philadelphia																					
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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS FOR WHOLESALE MERCHANTS

Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

DRY GOODS (specialty lines)

Area	Total, all establishments			Establishments with sales of: Under $50,000			$50,000 to $99,999			$100,000 to $199,999			$200,000 to $499,999			$500,000 and over					
	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales
UNITED STATES TOTAL	2,479	$347,933	12.6	1,330	$24,980	16.8	397	$28,092	16.1	338	$47,689	15.4	270	$84,768	13.6	144	$162,404	10.1			
New England	135	11,363	13.0	86	1,607	21.4	16	1,107	17.2	19	2,676	16.0	10	x	x	4	x	x			
Middle Atlantic	1,804	282,515	12.4	939	17,288	16.1	281	20,021	16.1	250	35,415	14.8	211	66,096	13.6	123	143,695	10.3			
East North Central	232	23,494	13.6	127	2,388	19.1	49	3,439	16.2	30	4,079	17.9	20	6,533	15.3	6	7,055	6.3			
West North Central	34	2,213	20.3	22	445	15.7	6	405	19.0	4	x	x	2	x	x	--	--	--			
South Atlantic	81	5,495	13.4	55	1,154	15.4	16	1,017	15.8	6	839	13.7	2	x	x	2	x	x			
East South Central	20	1,560	12.4	12	201	12.4	4	x	x	1	x	x	3	939	11.5	--	--	--			
West South Central	14	893	16.8	9	x	x	3	245	12.2	1	x	x	1	x	x	--	--	--			
Mountain	4	179	20.1	2	x	x	2	x	x	--	--	--	--	--	--	--	--	--			
Pacific	155	20,221	13.8	78	1,602	17.1	20	1,440	14.4	27	3,720	18.4	21	6,578	12.4	9	6,881	11.7			
TOTAL, 13 CITIES	2,180	328,790	12.5	1,137	21,443	16.7	353	25,097	15.8	299	42,220	15.3	248	78,144	13.5	143	161,886	10.1			
Baltimore	43	3,270	13.3	28	580	14.7	11	679	15.5	2	x	x	1	x	x	1	x	x			
Boston	86	8,460	14.0	52	1,062	22.1	10	722	19.7	14	1,973	18.6	6	1,906	11.5	4	2,797	7.9			
Buffalo	7	144	10.4	6	x	x	1	x	x	--	--	--	--	--	--	--	--	--			
Chicago	129	14,811	14.0	66	1,295	19.2	26	1,832	17.2	19	2,504	16.9	13	4,411	15.9	5	4,769	8.2			
Cleveland	26	1,563	18.7	13	176	23.3	8	573	14.1	4	549	20.8	1	x	x	--	--	--			
Detroit	23	4,350	7.4	11	190	20.5	5	361	14.1	3	388	14.4	3	1,125	10.8	1	x	x			
Los Angeles	79	13,091	12.4	37	799	18.3	11	733	14.9	8	1,155	13.9	16	5,062	12.1	7	5,342	11.0			
Milwaukee	8	820	20.9	3	x	x	2	x	x	1	x	x	2	x	x	--	--	--			
New York	1,613	267,577	12.2	816	15,002	16.2	252	18,094	16.0	233	33,160	14.8	192	60,949	13.5	120	140,372	10.0			
Philadelphia	98	9,894	15.7	58	1,199	13.4	15	1,002	13.2	10	1,342	15.6	12	3,028	12.5	3	3,323	20.1			
Pittsburgh	19	1,171	11.9	14	355	16.3	2	x	x	2	x	x	1	x	x	--	--	--			
St. Louis	19	1,069	21.9	12	195	13.3	3	x	x	3	449	20.0	1	x	x	--	--	--			
San Francisco	30	2,570	14.6	21	460	16.5	7	x	x	--	--	--	--	--	--	2	x	x			

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS FOR WHOLESALE MERCHANTS

Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

ELECTRICAL GOODS

Area	Total, all establishments			Establishments with sales of																	
				Under $50,000			$50,000 to $99,999			$100,000 to $199,999			$200,000 to $499,999			$500,000 to $999,999			$1,000,000 and over		
	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales
UNITED STATES TOTAL	2,397	$558,514	17.4	955	$20,393	24.1	401	$28,774	22.5	374	$53,966	19.3	411	$130,460	16.9	159	$111,353	16.8	97	$213,568	16.3
New England	195	34,008	18.0	81	1,958	24.3	42	3,125	21.1	31	4,575	18.8	27	8,488	18.8	9	5,890	15.1	5	9,972	16.4
Middle Atlantic	700	175,321	18.4	321	7,334	24.3	141	9,774	24.2	91	12,658	21.4	84	25,795	18.7	26	17,584	19.6	37	102,176	16.7
East North Central	528	128,279	17.8	220	4,407	25.0	70	5,025	21.9	85	12,238	20.6	92	29,325	17.3	41	29,636	16.4	20	47,648	17.2
West North Central	207	49,970	17.8	66	1,214	26.6	30	2,286	23.9	37	5,254	19.7	45	15,085	16.4	19	13,780	18.1	10	12,351	16.6
South Atlantic	225	52,325	15.8	70	1,449	20.2	38	2,696	23.7	39	5,467	16.8	46	14,750	14.6	25	17,816	15.3	7	10,147	15.1
East South Central	65	13,026	15.8	20	450	23.1	5	389	16.5	14	2,068	15.7	22	7,048	15.6	3	x	x	1	x	x
West South Central	118	28,356	16.3	27	518	25.5	16	1,207	17.5	26	4,054	16.8	30	9,287	15.5	17	x	x	2	x	x
Mountain	58	11,733	16.7	23	629	22.4	5	410	21.5	10	1,665	18.1	15	4,894	16.9	4	x	x	1	x	x
Pacific	301	65,496	15.9	127	2,434	22.9	54	3,862	21.0	41	5,987	17.4	50	15,788	16.5	15	11,359	16.7	14	26,066	13.5
TOTAL, 13 CITIES	990	284,506	17.9	431	9,340	25.9	186	12,970	23.6	126	17,626	22.2	115	35,722	20.2	63	46,056	18.3	69	162,792	15.9
Baltimore	32	7,038	17.3	10	212	22.2	6	412	18.7	5	706	22.8	5	1,375	16.9	6	4,333	16.1	--	--	--
Boston	51	15,986	18.2	18	469	28.4	14	1,096	22.8	7	896	19.1	3	1,086	28.4	5	3,560	15.2	4	8,879	16.9
Buffalo	21	5,034	19.2	4	66	39.4	7	497	35.4	4	630	23.2	4	1,621	17.3	1	x	x	1	x	x
Chicago	134	34,126	18.4	68	1,321	27.8	17	1,167	27.0	18	2,550	23.4	14	4,345	22.3	7	4,926	18.8	10	19,817	15.6
Cleveland	42	10,791	20.3	12	258	26.7	9	628	24.0	6	x	x	8	2,515	22.2	5	4,197	16.4	2	x	x
Detroit	44	16,196	15.8	15	423	19.6	6	420	16.2	2	x	x	9	2,995	16.3	7	x	x	5	7,218	13.1
Los Angeles	94	22,526	16.3	40	784	23.0	22	1,567	25.7	10	1,495	15.5	12	3,681	18.6	3	1,890	12.6	7	13,109	14.8
Milwaukee	31	7,961	15.7	12	171	31.6	3	196	22.4	4	503	18.3	6	x	x	5	3,630	12.8	1	x	x
New York	342	62,126	20.7	171	3,835	25.9	69	4,739	23.5	40	5,285	23.8	37	11,133	20.7	11	7,540	22.7	14	29,594	18.5
Philadelphia	75	59,442	16.1	34	865	21.8	15	960	21.0	9	1,313	20.9	6	1,496	22.4	2	1,390	21.0	9	53,418	15.5
Pittsburgh	26	11,329	16.6	10	223	32.7	4	272	21.3	3	444	16.7	1	x	x	2	x	x	6	8,980	15.2
St Louis	39	13,578	20.5	14	306	30.1	4	293	17.4	8	1,127	20.9	2	687	23.0	6	4,924	22.4	5	6,241	18.4
San Francisco	59	18,373	14.8	23	407	27.0	10	723	20.7	10	1,448	21.1	8	2,683	17.6	3	2,806	17.7	5	10,306	11.4

X - Withheld to avoid disclosure of individual operations

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS FOR WHOLESALE MERCHANTS

Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

FARM PRODUCTS - RAW MATERIALS

Area	Total, all establishments			Establishments with sales of																	
				Under $50,000			$50,000 to $99,999			$100,000 to $199,999			$200,000 to $499,999			$500,000 to $999,999			$1,000,000 and over		
	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales
UNITED STATES TOTAL	1,844	$1,018,151	6.8	588	$14,672	15.0	315	$22,276	13.6	261	$36,316	11.0	312	$98,117	9.7	165	$115,213	8.7	203	$731,557	5.5
New England	126	139,905	6.3	31	752	15.7	18	1,245	17.1	14	1,911	14.3	17	5,844	13.4	17	11,817	10.8	29	118,336	5.2
Middle Atlantic	689	158,934	8.8	303	8,036	15.0	139	9,762	12.3	91	13,062	10.4	91	28,120	10.1	41	29,259	8.5	24	70,695	6.9
East North Central	252	140,741	6.0	70	1,548	16.5	59	4,201	16.2	42	5,760	11.0	37	11,040	9.6	20	14,077	8.9	24	104,115	4.4
West North Central	199	246,001	5.7	33	667	12.1	21	1,409	13.6	34	4,357	12.1	39	12,327	11.6	26	18,336	8.1	46	208,905	5.0
South Atlantic	159	87,438	8.2	33	915	13.2	19	1,338	13.4	17	2,243	10.6	46	14,673	8.1	21	14,220	9.9	23	54,049	7.5
East South Central	104	94,885	5.9	16	419	13.8	9	680	18.7	14	2,043	13.6	29	10,487	8.3	16	11,397	7.0	20	69,859	5.0
West South Central	114	65,494	6.0	32	769	14.4	20	1,478	9.3	18	x	x	19	5,883	6.7	11	x	x	14	47,715	5.4
Mountain	72	17,819	7.6	30	724	17.0	15	1,162	12.5	10	x	x	9	2,585	9.5	1	x	x	7	11,318	5.6
Pacific	129	66,934	8.4	40	842	15.0	15	1,001	16.3	21	3,027	10.8	25	7,158	9.6	12	8,341	8.6	16	46,565	7.7
TOTAL, 13 CITIES	839	390,521	6.7	320	8,573	15.0	162	11,373	13.6	111	15,868	11.1	107	33,738	9.6	66	46,573	8.4	73	274,396	5.3
Baltimore	12	3,556	5.8	3	75	14.7	1	x	x	3	397	5.5	2	x	x	2	x	x	1	x	x
Boston	64	118,466	4.4	10	264	18.2	6	387	18.9	4	605	14.9	11	3,938	8.8	9	6,329	5.9	24	106,943	4.0
Buffalo	6	10,974	3.4	1	x	x	1	x	x	2	x	x	--	--	--	--	--	--	2	x	x
Chicago	51	65,557	5.4	13	301	16.9	16	1,174	19.6	7	993	16.5	2	575	8.7	3	2,443	8.4	10	60,071	4.7
Cleveland	8	908	9.0	3	x	x	3	198	12.1	1	x	x	1	x	x	--	--	--	--	--	--
Detroit	11	3,762	8.0	4	68	26.5	1	x	x	1	x	x	2	x	x	2	x	x	1	x	x
Los Angeles	21	3,884	12.3	11	204	23.0	2	128	26.6	2	211	13.7	2	616	13.0	4	2,725	10.6	--	--	--
Milwaukee	11	7,272	8.1	4	109	15.6	1	x	x	1	x	x	1	x	x	1	x	x	3	5,823	8.0
New York	551	104,015	9.5	245	6,790	14.4	117	8,287	12.1	78	11,195	9.5	70	21,905	9.5	30	21,307	8.7	11	34,531	8.5
Philadelphia	46	30,379	7.1	13	430	13.0	4	305	11.8	5	701	15.0	6	1,892	9.4	8	5,639	8.3	10	21,412	6.1
Pittsburgh	3	4,634	9.5	--	--	--	--	--	--	--	--	--	2	x	x	--	--	--	1	x	x
St. Louis	27	17,357	8.7	3	62	11.3	5	299	21.7	4	556	22.8	7	2,171	11.9	4	2,910	10.6	4	11,359	6.5
San Francisco	28	19,757	7.4	10	165	16.4	5	315	9.8	3	x	x	1	x	x	3	1,978	8.6	6	16,594	7.0

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS FOR WHOLESALE MERCHANTS

Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	Total, all establishments			Establishments with sales of																	
				Under $50,000			$50,000 to $99,999			$100,000 to $199,999			$200,000 to $499,999			$500,000 to $999,999			$1,000,000 and over		
	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000	Expenses, % to sales
FARM PRODUCTS - CONSUMER GOODS																					
UNITED STATES TOTAL	10,211	$1,812,457	11.0	4,729	$91,953	14.8	1,687	$119,777	14.1	1,571	$222,337	13.3	1,417	$433,103	11.6	500	$340,267	10.9	307	$605,020	8.6
New England	717	130,535	11.0	316	6,383	17.0	130	9,496	14.8	117	16,692	13.4	100	31,073	12.8	25	16,496	9.3	29	50,395	8.1
Middle Atlantic	2,733	651,427	10.0	1,069	24,028	14.2	446	31,699	14.0	463	65,750	12.5	470	141,654	10.9	153	104,818	10.8	132	283,478	7.9
East North Central	2,324	421,237	10.4	1,055	19,426	15.3	400	28,247	13.7	354	49,875	12.9	329	101,004	11.0	116	78,259	10.7	70	144,426	7.7
West North Central	1,064	183,417	10.1	511	9,125	14.3	151	10,794	13.7	160	22,605	12.6	150	46,715	10.3	63	42,253	8.7	29	51,925	8.4
South Atlantic	813	92,643	13.5	436	7,942	15.7	129	9,043	14.3	124	17,793	14.5	85	27,008	13.5	32	21,954	12.0	7	8,903	13.1
East South Central	401	41,976	13.7	216	4,188	15.1	82	5,784	15.1	46	6,527	16.1	42	11,636	14.5	12	x	x	3	x	x
West South Central	600	67,914	13.6	318	5,951	15.4	105	7,382	13.8	85	11,882	13.8	62	19,159	13.2	25	17,109	12.0	5	6,431	16.4
Mountain	351	37,447	12.8	186	3,717	15.1	62	4,272	15.4	49	6,818	13.3	36	9,862	13.0	16	x	x	2	x	x
Pacific	1,208	185,861	13.6	622	11,193	13.4	182	13,060	13.7	173	24,395	14.7	143	44,992	12.9	58	39,736	13.3	30	52,485	14.0
TOTAL, 13 CITIES	3,385	919,132	9.3	1,296	27,396	13.3	493	35,460	11.6	572	81,284	11.5	599	184,877	10.1	233	158,665	10.5	192	431,450	7.7
Baltimore	126	13,486	9.1	73	1,441	12.1	20	1,351	10.3	17	x	x	9	2,454	10.6	5	2,905	10.5	2	x	x
Boston	196	61,611	7.9	58	1,415	16.5	33	2,494	12.5	39	5,513	11.3	37	11,817	9.5	12	7,915	8.7	17	32,457	5.8
Buffalo	27	11,586	3.8	22	614	11.4	1	x	x	2	x	x	--	--	--	--	--	--	2	x	x
Chicago	403	152,463	8.4	115	2,236	14.8	62	4,486	13.2	71	10,206	13.0	82	25,400	9.9	40	27,114	11.2	33	83,021	6.1
Cleveland	140	24,716	11.1	51	897	17.8	23	1,715	10.8	29	4,108	13.1	26	8,199	10.0	8	6,036	14.2	3	3,761	4.9
Detroit	171	36,725	13.5	56	886	14.7	34	2,409	10.8	28	3,788	8.4	36	11,383	13.1	11	7,698	12.4	6	10,561	17.1
Los Angeles	410	54,320	12.0	267	3,983	11.1	39	2,834	10.2	39	5,277	11.0	40	13,132	10.6	18	11,804	10.8	7	17,290	14.7
Milwaukee	61	12,637	7.7	18	417	12.2	13	x	x	12	1,746	13.5	12	3,129	10.8	4	2,936	4.2	2	x	x
New York	1,171	380,581	9.4	376	10,033	13.7	150	10,823	11.9	223	31,865	10.8	247	74,457	9.8	90	60,308	11.6	85	193,095	8.0
Philadelphia	285	54,308	8.5	133	2,955	12.1	44	3,011	11.1	45	6,523	12.9	36	11,200	10.0	14	9,721	5.5	13	20,898	6.8
Pittsburgh	131	43,985	6.6	55	849	9.4	22	1,600	10.4	20	2,884	9.7	21	7,090	8.5	5	3,477	7.3	8	28,085	5.4
St. Louis	150	36,629	8.7	38	808	17.6	29	2,024	10.0	28	3,924	11.1	37	11,677	8.8	14	10,556	6.2	4	7,640	9.6
San Francisco	114	36,085	12.6	34	862	10.8	23	1,742	13.7	19	2,685	16.8	16	4,939	14.3	12	8,195	11.1	10	17,662	12.2

X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS FOR WHOLESALE MERCHANTS

Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	Total, all establishments			Establishments with sales of																	
				Under $50,000			$50,000 to $99,999			$100,000 to $199,999			$200,000 to $499,999			$500,000 to $999,999			$1,000,000 and over		
	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales
FARM SUPPLIES																					
UNITED STATES TOTAL	1,359	$242,556	12.9	489	$11,537	15.0	285	$20,826	13.9	273	$37,913	13.5	211	$61,853	12.6	65	$46,120	11.3	36	$64,307	13.1
New England	33	11,387	11.0	2	x	x	10	753	11.3	8	1,173	17.3	10	3,191	12.2	--	--	--	3	6,213	9.1
Middle Atlantic	189	38,989	12.5	73	1,737	19.5	34	2,423	15.5	41	5,543	20.6	25	7,070	18.3	5	4,399	9.0	11	17,817	7.4
East North Central	274	45,779	16.3	116	2,740	15.5	62	4,504	13.8	34	4,504	15.7	40	11,962	13.9	14	8,904	12.9	8	13,165	21.9
West North Central	250	51,821	13.3	95	2,378	11.8	40	3,103	12.6	47	6,522	10.6	45	13,576	11.7	16	11,433	14.0	7	14,809	16.0
South Atlantic	203	30,258	10.4	64	1,575	12.4	57	3,905	13.2	45	5,974	10.8	28	7,778	9.5	5	3,706	9.6	4	7,320	9.5
East South Central	63	10,041	11.8	22	397	12.1	7	583	11.3	15	2,293	9.4	15	4,174	11.9	4	2,594	14.0	--	--	--
West South Central	137	18,180	8.7	50	1,171	13.5	25	1,863	10.9	39	5,381	10.2	16	4,809	2.6	7	4,956	6.2	--	--	--
Mountain	57	8,147	13.6	18	387	21.4	12	927	18.7	16	2,333	15.9	8	2,451	10.1	3	2,049	11.3	--	--	--
Pacific	153	27,954	13.3	49	1,095	17.4	38	2,765	16.7	28	4,190	14.4	24	6,842	14.7	11	8,079	10.3	3	4,983	12.3
TOTAL, 13 CITIES 1/	150	45,823	16.8	54	1,061	25.2	18	1,336	22.5	28	3,826	21.5	24	6,915	17.9	13	9,655	14.5	13	23,030	16.0
Baltimore																					
Boston																					
Buffalo																					
Chicago																					
Cleveland																					
Detroit																					
Los Angeles																					
Milwaukee																					
New York																					
Philadelphia																					
Pittsburgh																					
St. Louis																					
San Francisco																					

X - Withheld to avoid disclosure of individual operations. 1/ The limited number of establishments prevents showing information for cities

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS FOR WHOLESALE MERCHANTS

Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

FURNITURE AND HOUSE FURNISHINGS

Area	Total, all establishments			Establishments with sales of																	
				Under $50,000			$50,000 to $99,999			$100,000 to $199,999			$200,000 to $499,999			$500,000 to $999,999			$1,000,000 and over		
	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales
UNITED STATES TOTAL	1,636	$199,286	17.3	907	$14,112	24.2	247	$16,762	21.4	205	$28,392	19.7	188	$56,989	17.2	61	$40,570	14.6	28	$42,461	14.4
New England	103	15,201	19.0	51	942	26.0	17	1,172	24.9	15	x	x	9	2,859	22.5	9	5,812	13.6	2	x	x
Middle Atlantic	787	88,362	17.2	433	7,201	24.8	124	8,420	21.5	104	14,220	19.6	89	26,266	17.3	28	18,738	13.6	9	13,517	12.7
East North Central	304	34,731	16.7	183	2,669	25.7	43	2,977	21.6	32	4,510	20.8	32	10,287	17.3	7	4,772	13.4	7	9,516	11.8
West North Central	85	16,827	18.3	43	428	24.3	9	604	22.5	12	1,621	27.5	13	3,917	18.7	4	3,064	17.4	4	7,193	15.8
South Atlantic	79	10,996	15.6	39	709	19.3	13	844	18.6	6	813	18.0	18	5,847	14.2	2	x	x	1	x	x
East South Central	26	3,277	20.0	15	132	28.0	2	141	28.4	5	819	15.8	2	597	20.3	1	x	x	1	x	x
West South Central	38	5,924	17.9	18	285	21.1	3	237	18.1	4	528	18.4	11	3,698	17.6	2	1,176	17.7	--	--	--
Mountain	18	3,570	16.3	10	164	22.0	--	--	--	1	x	x	3	789	12.3	4	x	x	--	--	--
Pacific	196	20,398	17.0	115	1,582	20.9	36	2,367	19.6	26	3,633	18.1	11	2,729	14.6	4	2,418	13.9	4	7,669	16.7
TOTAL, 13 CITIES	1,192	140,092	17.1	678	11,039	24.7	186	12,610	21.1	148	20,285	20.3	117	34,534	17.6	40	26,596	13.7	23	35,028	13.6
Baltimore	21	2,348	14.9	16	407	19.2	2	x	x	--	--	--	2	x	x	--	--	--	1	x	x
Boston	61	10,341	19.0	29	542	27.5	9	587	20.1	10	1,345	20.4	4	x	x	7	4,353	13.9	2	x	x
Buffalo	13	781	19.0	7	99	27.3	4	292	25.7	1	x	x	1	x	x	--	--	--	--	--	--
Chicago	138	16,505	16.9	84	1,236	27.2	19	1,360	20.0	15	2,159	22.0	14	4,562	17.8	2	1,289	21.3	4	5,899	10.5
Cleveland	30	3,774	13.3	18	233	27.0	4	254	18.5	2	x	x	4	1,364	15.8	1	x	x	1	x	x
Detroit	39	3,954	14.0	21	323	26.3	8	533	23.5	5	677	16.5	3	717	14.6	1	x	x	1	x	x
Los Angeles	92	8,503	14.1	62	876	21.5	14	x	x	7	1,046	16.8	6	1,384	14.3	1	x	x	2	x	x
Milwaukee	14	1,604	17.3	11	245	26.9	--	--	--	1	x	x	1	x	x	1	x	x	--	--	--
New York	606	69,425	17.5	341	5,629	24.4	94	6,397	21.0	74	10,118	20.4	67	20,031	18.2	21	13,733	14.5	9	13,517	12.7
Philadelphia	94	9,900	17.2	47	823	26.0	15	983	25.7	19	2,563	19.7	9	2,477	15.6	4	3,054	11.1	--	--	--
Pittsburgh	22	2,999	12.9	9	164	25.6	5	301	15.0	4	489	12.9	2	603	13.3	2	1,442	10.9	--	--	--
St. Louis	20	3,842	17.1	9	83	22.9	4	295	18.6	3	x	x	3	755	17.7	--	--	--	1	x	x
San Francisco	42	6,116	21.9	24	379	22.7	8	569	17.9	7	935	20.7	1	x	x	--	--	--	2	x	x

X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS FOR WHOLESALE MERCHANTS

Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	Total, all establishments			Establishments with sales of																	
				Under $50,000			$50,000 to $99,999			$100,000 to $199,999			$200,000 to $499,999			$500,000 to $999,999			$1,000,000 and over		
	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales
GENERAL MERCHANDISE																					
UNITED STATES TOTAL	171	$125,418	15.9	22	$714	15.1	30	$2,243	19.7	38	$5,511	15.8	46	$14,186	14.6	17	$11,573	14.5	18	$91,191	16.2
New England	8	1,728	21.5	1	x	x	--	--	--	3	x	x	4	1,281	21.9	--	--	--	--	--	--
Middle Atlantic	29	13,842	19.1	2	x	x	8	629	26.6	13	1,830	16.3	4	1,287	20.9	1	x	x	1	x	x
East North Central	36	25,025	17.4	4	144	21.5	9	675	16.7	10	1,487	17.1	6	2,093	18.4	4	2,778	21.4	3	17,848	16.7
West North Central	15	23,615	16.1	3	104	17.3	2	182	20.9	3	418	19.6	3	x	x	1	x	x	3	21,423	16.4
South Atlantic	22	15,682	15.8	5	167	13.8	3	202	14.9	2	292	13.4	9	2,341	10.7	2	x	x	1	x	x
East South Central	15	13,174	10.2	1	x	x	--	--	--	1	x	x	8	2,549	11.6	2	x	x	3	8,753	9.8
West South Central	18	14,282	13.3	1	x	x	3	222	14.4	3	480	8.5	7	1,997	12.1	2	x	x	2	x	x
Mountain	5	5,439	13.9	--	--	--	--	--	--	1	x	x	2	x	x	--	--	--	2	x	x
Pacific	23	12,631	17.9	5	134	11.9	5	333	18.6	2	289	13.5	3	1,090	19.2	5	3,428	17.4	3	7,357	18.3
TOTAL, 13 CITIES 1/	51	56,782	17.1	6	201	21.4	9	690	22.8	17	2,427	18.2	6	2,255	18.8	6	4,219	16.3	7	46,990	16.9
Baltimore																					
Boston																					
Buffalo																					
Chicago																					
Cleveland																					
Detroit																					
Los Angeles																					
Milwaukee																					
New York																					
Philadelphia																					
Pittsburgh																					
St. Louis																					
San Francisco																					

X - Withheld to avoid disclosure of individual operations. 1/ The limited number of establishments prevents showing information for cities.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS FOR WHOLESALE MERCHANTS

Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	Total, all establishments			Establishments with sales of																	
							Under $100,000			$100,000 to $199,999			$200,000 to $499,999			$500,000 to $999,999			$1,000,000 and over		
	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales
GROCERIES (full-line)																					
UNITED STATES TOTAL	3,210	$1,707,024	9.2				325	$21,217	9.8	591	$86,737	8.6	1,335	$434,912	8.4	627	$429,407	8.7	332	$734,751	10.2
New England	141	76,864	12.0				10	721	12.2	28	4,450	9.5	66	22,842	9.5	24	16,878	11.8	13	31,973	14.4
Middle Atlantic	323	273,452	10.0				27	1,877	10.5	44	6,442	9.9	118	39,725	9.4	82	57,504	10.0	52	167,904	10.1
East North Central	493	308,115	10.3				54	3,633	10.3	92	13,164	9.0	179	57,585	8.5	90	59,980	9.2	78	173,753	11.4
West North Central	332	218,334	9.9				16	936	13.5	39	5,950	9.7	132	43,075	9.1	94	66,798	9.2	51	101,575	10.6
South Atlantic	623	214,910	8.1				94	6,201	9.2	140	20,070	8.0	271	88,247	8.2	95	65,363	7.8	23	35,029	8.3
East South Central	404	157,578	8.2				43	2,744	9.8	83	12,359	9.9	183	58,265	7.9	71	49,313	8.0	24	34,897	8.1
West South Central	594	249,757	8.1				47	3,025	8.3	120	17,955	7.7	278	89,497	7.5	110	71,476	7.5	39	67,804	9.4
Mountain	152	78,309	8.7				17	930	11.2	16	2,446	8.8	67	21,993	8.7	37	25,928	7.4	15	27,012	9.8
Pacific	148	129,705	8.3				17	1,150	7.9	29	3,901	6.9	41	13,683	9.1	24	16,167	8.8	37	94,804	8.2
TOTAL, 13 CITIES	301	365,474	11.2				24	1,480	10.7	50	7,098	9.9	96	31,805	10.2	53	37,631	11.0	78	287,460	11.4
Baltimore	10	8,127	7.8				--	--	--	2	x	x	2	x	x	3	2,265	6.0	3	4,715	7.4
Boston	20	24,812	14.3				3	221	12.2	4	650	7.7	5	1,760	9.9	3	2,087	15.5	5	20,094	14.8
Buffalo	10	5,675	9.6				--	--	--	1	x	x	4	1,181	12.6	3	1,943	7.4	2	x	x
Chicago	39	62,863	14.3				3	130	17.7	3	370	11.1	12	3,854	9.9	6	3,636	7.2	15	54,873	15.2
Cleveland	15	14,185	14.4				2	x	x	3	352	13.1	6	2,028	8.9	1	x	x	3	10,820	14.2
Detroit	26	15,084	7.2				2	x	x	6	907	9.6	13	4,429	6.8	2	x	x	3	8,206	6.5
Los Angeles	35	39,001	7.5				5	397	6.5	10	1,239	8.4	8	2,593	12.6	4	2,923	10.5	8	31,849	6.8
Milwaukee	12	11,085	11.0				--	--	--	2	x	x	4	1,184	7.5	1	x	x	5	8,685	10.6
New York	58	121,094	11.1				3	222	10.8	9	1,371	10.4	15	4,482	7.7	15	11,173	10.5	16	103,846	11.4
Philadelphia	29	19,332	9.2				3	197	8.6	3	351	10.5	12	4,012	12.4	6	4,111	10.6	5	10,661	7.3
Pittsburgh	15	12,478	9.3				1	x	x	1	x	x	4	1,599	9.6	6	4,181	12.3	3	x	x
St. Louis	16	13,889	13.1				--	--	--	3	496	15.7	6	1,894	16.3	3	2,080	11.9	4	9,419	12.6
San Francisco	16	17,849	10.1				2	x	x	3	400	7.3	5	x	x	--	--	--	6	15,430	10.1

X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS FOR WHOLESALE MERCHANTS

Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

GROCERIES AND FOODS (specialty lines)

Area	Total, all establishments			Establishments with sales of: Under $50,000			$50,000 to $99,999			$100,000 to $199,999			$200,000 to $499,999			$500,000 to $999,999			$1,000,000 and over		
	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales
UNITED STATES TOTAL	10,119	$1,401,241	12.7	4,949	$92,033	17.3	1,908	$135,340	15.1	1,441	$203,596	14.2	1,213	$372,218	11.9	435	$296,464	11.3	173	$301,590	11.5
New England	798	137,454	11.9	325	6,208	16.3	149	10,638	13.7	135	20,193	14.0	127	38,615	11.2	43	28,199	12.3	19	33,601	9.7
Middle Atlantic	2,523	422,228	12.3	1,100	22,268	17.6	476	34,003	15.5	388	54,371	15.0	349	108,823	12.0	150	101,413	10.7	60	101,350	10.4
East North Central	2,188	279,154	12.7	1,167	20,267	17.0	410	28,967	14.6	273	38,426	15.0	226	69,544	11.8	79	55,275	12.4	33	66,675	10.4
West North Central	765	114,758	14.0	372	6,504	17.7	142	10,247	15.1	105	14,855	14.9	89	27,717	13.4	44	29,386	12.6	13	26,049	14.2
South Atlantic	1,328	152,750	11.5	661	13,131	16.4	259	18,366	14.6	195	27,621	11.6	158	47,397	11.0	45	30,783	8.0	10	15,452	12.2
East South Central	422	41,957	11.7	227	4,398	14.8	76	5,143	14.2	57	8,216	12.0	50	15,138	10.6	9	5,380	7.6	3	3,682	14.9
West South Central	795	78,758	13.3	433	7,749	18.5	154	10,886	14.5	102	13,999	14.2	78	23,085	10.3	22	14,335	12.5	6	8,704	14.6
Mountain	227	26,908	11.7	123	2,459	15.2	42	2,924	17.4	31	4,780	13.7	22	7,179	11.6	5	3,748	7.5	4	5,818	8.5
Pacific	1,073	147,274	15.0	541	9,049	19.5	200	14,166	17.0	155	21,135	15.1	114	34,720	14.5	38	27,945	13.2	25	40,259	14.8
TOTAL, 13 CITIES	3,416	686,396	12.8	1,405	26,346	18.6	575	41,011	16.2	536	75,953	15.1	542	168,629	13.0	245	169,768	12.0	113	204,689	11.1
Baltimore	187	22,925	11.7	92	1,939	16.8	39	2,662	14.8	29	4,101	12.5	17	5,218	13.4	8	x	x	2	x	x
Boston	247	60,627	13.5	68	1,423	18.8	41	2,839	15.5	47	7,127	13.8	61	18,454	13.4	21	13,952	13.5	9	16,832	12.5
Buffalo	59	7,440	13.7	27	560	14.6	14	993	20.4	8	1,077	18.8	6	1,441	10.9	3	x	x	1	x	x
Chicago	462	104,998	12.6	209	3,559	19.0	71	5,294	16.5	61	8,758	16.9	65	20,103	13.1	36	26,081	13.8	20	41,203	9.6
Cleveland	157	28,150	12.5	81	1,432	15.2	21	1,434	12.5	22	3,007	17.0	20	6,043	14.6	8	5,761	9.3	5	10,473	11.5
Detroit	183	25,671	11.0	85	1,626	17.6	33	2,340	14.8	26	3,519	13.8	30	9,450	10.6	7	x	x	2	x	x
Los Angeles	246	35,205	15.9	122	1,916	20.4	43	2,917	18.6	39	5,378	17.0	29	8,750	14.0	7	5,095	12.6	6	11,149	17.1
Milwaukee	94	9,132	14.8	54	864	15.7	12	808	17.6	15	2,226	19.0	10	3,234	12.6	3	2,000	12.3	--	--	--
New York	1,101	260,631	11,8	386	8,033	18.6	186	13,545	15.5	173	24,808	14.6	211	66,946	11.9	102	69,140	11.0	43	78,159	10.0
Philadelphia	266	44,060	13.2	117	2,036	18.8	40	2,849	16.4	47	6,283	13.4	37	11,742	15.9	17	11,589	9.6	8	9,561	12.1
Pittsburgh	79	10,647	16.3	31	581	19.1	15	978	15.2	17	2,564	17.8	12	3,785	15.1	4	2,739	16.4	--	--	--
St. Louis	152	28,889	12.6	66	1,155	19.6	30	2,211	17.7	23	3,154	17.0	15	4,151	12.8	13	8,789	12.2	5	9,429	9.3
San Francisco	183	48,021	16.0	67	1,222	24.1	30	2,141	19.2	29	3,951	11.5	29	9,312	16.7	16	12,018	17.5	12	19,377	14.7

X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS
FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	Total, all establishments			Establishments with sales of																				
				Under $50,000			$50,000 to $99,999			$100,000 to $199,999			$200,000 to $499,999			$500,000 to $999,999			$1,000,000 and over		
	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales
HARDWARE																					
UNITED STATES TOTAL	1,099	$417,364	18.2	317	$6,589	23.0	162	$11,442	24.1	166	$23,769	21.2	257	$79,602	19.0	112	$78,981	17.7	85	$216,981	17.4
New England	74	14,742	22.6	27	642	24.3	11	741	28.7	9	x	x	21	6,299	21.8	4	x	x	2	x	x
Middle Atlantic	351	68,822	21.1	120	2,534	21.9	75	5,254	24.7	53	7,209	22.8	69	19,920	21.5	24	16,232	21.2	10	17,673	18.6
East North Central	196	86,846	17.4	76	1,383	25.0	25	1,733	21.0	26	3,817	18.3	35	10,839	19.5	20	14,184	16.3	14	54,890	16.9
West North Central	79	64,811	19.6	19	398	21.1	8	599	26.9	15	2,271	24.3	15	4,974	21.7	8	5,617	18.0	14	50,952	19.3
South Atlantic	138	45,161	16.5	25	436	21.3	10	676	20.0	26	3,656	16.1	45	14,101	16.5	25	17,315	15.9	7	8,977	17.4
East South Central	60	34,763	16.3	1	x	x	5	x	x	14	2,090	21.3	23	7,193	16.5	11	7,545	16.8	6	17,529	15.3
West South Central	69	36,137	16.3	7	x	x	10	721	22.1	11	1,564	23.9	21	7,092	17.0	6	x	x	14	21,310	15.1
Mountain	27	17,381	16.1	1	x	x	1	x	x	1	x	x	14	5,164	14.5	6	4,510	15.7	4	x	x
Pacific	105	48,701	17.8	41	872	22.5	17	1,280	26.1	11	1,735	25.0	14	4,020	20.4	8	5,780	17.5	14	35,014	16.8
TOTAL, 13 CITIES	427	137,261	19.1	194	3,790	22.8	78	5,361	25.2	52	7,017	20.5	59	16,954	20.7	1/ 44	1/ 104,139	1/ 18.3			
Baltimore	16	1,567	20.4	10	108	18.5	1	x	x	3	333	14.1	1	x	x	1	x	x			
Boston	16	1,192	20.1	8	210	21.0	5	337	29.4	1	x	x	2	x	x	--	--	--			
Buffalo	6	5,976	19.5	1	x	x	--	--	--	1	x	x	1	x	x	3	5,584	18.5			
Chicago	49	18,009	18.3	27	599	26.5	6	380	20.3	4	562	17.4	8	2,409	23.4	4	14,059	17.0			
Cleveland	14	14,990	16.8	8	x	x	2	x	x	2	x	x	--	--	--	2	x	x			
Detroit	19	7,591	14.1	11	139	25.2	2	x	x	2	x	x	2	x	x	2	x	x			
Los Angeles	21	12,659	17.5	11	234	21.4	4	x	x	1	x	x	1	x	x	4	11,709	16.8			
Milwaukee	13	5,488	19.1	7	122	25.4	2	x	x	--	--	--	2	x	x	2	x	x			
New York	191	26,719	20.7	80	1,670	20.5	45	3,114	25.2	24	3,206	20.8	29	7,865	18.6	13	10,864	20.8			
Philadelphia	29	4,950	18.8	15	250	27.6	5	361	27.1	4	x	x	4	885	20.0	1	x	x			
Pittsburgh	13	6,590	21.3	1	x	x	1	x	x	3	x	x	4	1,401	25.8	4	4,753	19.3			
St. Louis	16	20,922	20.7	4	82	25.6	2	141	29.1	4	521	25.5	2	547	25.6	4	19,631	20.4			
San Francisco	24	10,608	20.0	11	286	25.9	3	230	26.1	3	471	22.3	3	1,107	22.5	4	8,514	19.2			

X - Withheld to avoid disclosure of individual operations.

1/ The limited number of establishments prevents showing information for cities.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS FOR WHOLESALE MERCHANTS

Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	Total, all establishments			Establishments with sales of																	
				Under $50,000			$50,000 to $99,999			$100,000 to $199,999			$200,000 to $499,999			$500,000 and over					
	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales
JEWELRY AND OPTICAL GOODS																					
UNITED STATES TOTAL	1,557	$141,425	20.2	965	$18,905	23.3	273	$19,284	22.8	160	$21,716	23.9	111	$30,944	20.3	48	$50,576	16.4			
New England	95	7,415	17.9	66	1,205	24.2	13	960	29.7	4	x	x	10	2,956	14.1	2	x	x			
Middle Atlantic	857	69,498	17.8	561	10,397	19.5	134	9,371	17.3	88	11,909	18.9	51	13,524	17.3	23	24,297	17.1			
East North Central	247	28,394	24.6	143	3,054	29.5	43	3,130	29.7	25	3,394	33.6	25	7,177	27.4	11	11,639	17.5			
West North Central	94	6,443	31.4	48	1,105	32.3	29	1,973	31.3	11	1,560	34.1	6	1,805	28.6	--	--	--			
South Atlantic	51	9,363	13.8	21	476	34.5	16	1,021	27.7	6	857	25.6	3	x	x	5	x	x			
East South Central	13	742	31.8	8	258	37.2	3	x	x	2	x	x	--	--	--	--	--	--			
West South Central	35	2,355	26.5	20	415	24.1	11	842	28.5	1	x	x	3	x	x	--	--	--			
Mountain	19	904	31.1	15	400	30.0	1	x	x	3	x	x	--	--	--	--	--	--			
Pacific	146	16,311	21.0	83	1,595	22.2	23	1,697	18.3	20	2,687	27.3	13	3,599	17.1	7	6,733	20.9			
TOTAL, 13 CITIES	1,140	109,724	18.6	710	12,959	19.0	179	12,800	18.7	125	16,762	20.2	83	22,325	19.6	43	44,878	17.3			
Baltimore	16	3,189	12.5	5	97	15.5	4	286	27.6	2	x	x	3	891	13.1	2	x	x			
Boston	56	4,942	16.9	38	639	21.8	7	527	24.9	3	x	x	6	1,582	16.8	2	x	x			
Buffalo	19	801	23.3	14	427	25.1	4	x	x	1	x	x	--	--	--	--	--	--			
Chicago	98	16,969	20.8	57	1,218	23.8	14	1,046	28.3	8	1,098	28.4	9	2,577	28.1	10	11,030	17.4			
Cleveland	23	1,825	25.5	9	149	20.8	6	x	x	7	942	33.7	1	x	x	--	--	--			
Detroit	32	2,006	36.3	21	492	26.8	6	458	33.6	1	x	x	4	x	x	--	--	--			
Los Angeles	60	7,478	18.5	31	522	16.9	7	469	13.4	12	1,471	24.0	7	1,971	17.0	3	3,045	17.8			
Milwaukee	9	532	20.1	6	121	28.9	1	x	x	1	x	x	1	x	x	--	--	--			
New York	664	56,195	16.5	437	7,385	16.9	101	7,151	14.7	67	8,894	17.5	37	9,284	15.3	22	23,481	17.1			
Philadelphia	79	6,000	19.6	48	1,064	19.9	14	923	20.4	10	1,431	17.2	6	x	x	1	x	x			
Pittsburgh	19	2,270	22.9	8	141	18.4	2	159	16.4	5	708	22.4	4	1,262	24.5	--	--	--			
St. Louis	19	1,664	27.2	9	218	31.2	4	x	x	4	552	25.5	2	x	x	--	--	--			
San Francisco	46	5,853	22.5	27	486	15.4	9	722	15.8	4	612	25.3	3	913	20.8	3	3,120	25.0			

X - Withheld to avoid disclosure of individual operations.

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS FOR WHOLESALE MERCHANTS

Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

LUMBER AND CONSTRUCTION MATERIALS

Area	Total, all establishments			Establishments with sales of: Under $50,000			$50,000 to $99,999			$100,000 to $199,999			$200,000 to $499,999			$500,000 to $999,999			$1,000,000 and over		
	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales
UNITED STATES TOTAL	2,263	$338,949	20.6	883	$20,239	26.8	470	$33,446	23.6	461	$66,875	22.7	331	$99,373	20.1	81	$52,504	18.1	37	$66,512	18.0
New England	121	23,113	19.5	53	1,122	28.4	18	1,207	24.9	22	3,249	22.8	18	5,548	19.7	5	3,473	15.6	5	8,514	17.7
Middle Atlantic	624	92,011	21.4	222	5,411	27.4	150	10,830	22.5	121	17,637	22.2	94	27,597	22.2	29	18,157	20.3	8	12,379	16.3
East North Central	518	81,845	20.8	221	4,688	28.7	110	7,898	25.6	89	12,844	26.1	65	20,208	20.4	23	15,634	16.7	10	20,573	17.2
West North Central	198	29,367	21.0	81	1,856	25.2	35	2,467	24.0	35	5,172	27.5	36	10,671	20.0	7	4,310	16.0	4	4,891	17.6
South Atlantic	256	32,559	19.1	96	2,231	25.5	55	3,728	21.8	52	7,506	19.6	48	14,257	17.0	2	x	x	3	x	x
East South Central	127	17,535	20.1	42	1,016	20.8	28	1,982	26.6	34	4,814	21.9	18	5,296	17.3	4	x	x	1	x	x
West South Central	134	15,743	20.0	49	1,191	23.7	26	1,931	19.9	37	5,074	21.1	20	6,279	19.6	2	1,268	14.0	--	--	--
Mountain	41	8,415	14.9	14	398	28.6	7	488	19.1	10	1,490	18.7	6	1,769	16.8	3	x	x	1	x	x
Pacific	244	38,361	22.0	105	2,326	27.5	41	2,915	25.4	61	9,089	20.5	26	7,748	20.5	6	3,799	22.8	5	12,484	21.8
TOTAL, 13 CITIES	772	145,425	21.5	295	6,759	29.7	147	10,480	25.0	149	22,026	24.3	119	35,995	23.7	39	25,610	19.1	23	44,555	17.5
Baltimore	35	5,344	16.7	11	264	21.2	9	640	17.8	5	742	23.9	9	x	x	1	x	x	--	--	—
Boston	17	7,278	24.2	5	172	20.9	1	x	x	4	517	19.7	3	1,133	30.4	2	x	x	2	x	x
Buffalo	24	3,476	26.0	4	34	29.4	5	350	25.4	9	x	x	5	1,221	25.1	1	x	x	--	--	—
Chicago	118	27,639	19.7	48	1,106	32.5	30	2,135	28.0	17	2,514	23.1	13	4,135	22.6	3	1,869	29.1	7	15,880	15.3
Cleveland	47	9,106	26.2	19	430	36.3	9	x	x	10	1,520	25.9	5	1,479	29.3	2	1,628	16.5	2	x	x
Detroit	37	6,375	18.7	13	298	31.2	6	506	17.0	10	1,419	27.0	4	1,579	26.2	4	2,573	8.4	--	--	--
Los Angeles	58	12,312	20.6	26	577	30.8	9	565	28.1	11	1,871	25.5	5	1,412	16.4	5	3,184	20.3	2	4,703	18.0
Milwaukee	13	1,491	30.6	7	116	25.0	3	185	29.7	2	x	x	--	--	--	1	x	x	--	--	--
New York	265	42,507	21.7	110	2,513	29.2	44	3,155	24.3	46	6,495	22.1	47	13,678	23.6	12	7,235	18.9	6	9,431	17.8
Philadelphia	66	11,185	19.6	24	661	25.6	13	919	16.8	14	2,169	23.2	9	2,455	24.0	5	x	x	1	x	x
Pittsburgh	25	4,567	24.0	5	112	38.4	7	538	21.2	5	847	18.1	6	1,790	24.7	2	1,280	27.0	--	--	--
St. Louis	32	5,549	25.0	10	171	36.3	7	492	24.4	6	x	x	7	2,197	25.0	1	x	x	1	x	x
San Francisco	35	8,596	20.2	13	305	26.2	4	278	32.0	10	1,471	26.7	6	x	x	--	--	--	2	x	x

X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

MACHINERY, EQUIPMENT AND SUPPLIES

Area	Total, all establishments			Establishments with sales of																	
				Under $50,000			$50,000 to $99,999			$100,000 to $199,999			$200,000 to $499,999			$500,000 to $999,999			$1,000,000 and over		
	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales
UNITED STATES TOTAL	7,050	$818,190	20.6	3,733	$75,377	27.8	1,247	$89,197	25.3	1,002	$139,624	22.3	762	$228,385	19.6	223	$148,161	18.1	83	$137,446	16.3
New England	457	39,040	23.1	251	5,022	28.0	88	6,134	23.3	67	9,436	23.3	42	12,008	23.7	8	x	x	1	x	x
Middle Atlantic	1,948	194,012	23.3	1,166	23,368	22.7	302	21,442	26.8	246	34,719	25.5	165	48,266	22.6	50	33,468	22.4	19	32,749	17.8
East North Central	1,407	161,612	23.9	767	15,125	30.1	253	17,884	26.7	179	24,937	23.9	144	44,288	22.3	44	30,003	21.7	20	29,375	23.6
West North Central	593	69,441	20.5	314	6,352	27.4	96	6,852	25.2	89	12,587	21.5	72	21,542	18.5	18	10,899	17.5	4	11,209	19.4
South Atlantic	479	54,850	20.3	243	5,354	27.6	85	6,183	27.0	69	9,215	22.5	59	17,506	18.4	20	12,919	16.9	3	3,673	14.8
East South Central	209	27,267	20.8	87	1,671	27.6	53	3,802	24.3	34	4,516	22.4	21	6,590	21.4	12	x	x	2	x	x
West South Central	804	134,926	13.4	304	6,813	26.8	158	11,710	21.9	172	24,092	15.6	111	33,822	13.5	39	26,490	9.0	20	31,999	9.5
Mountain	166	21,124	16.8	81	1,895	26.3	29	2,003	24.5	23	3,191	23.3	24	7,159	14.7	8	x	x	1	x	x
Pacific	987	115,918	19.8	520	9,777	26.2	183	13,187	24.3	123	16,931	22.3	124	37,204	18.8	24	15,224	19.3	13	23,595	14.6
TOTAL, 13 CITIES	3,033	373,419	23.2	1,644	33,041	29.5	506	35,966	26.6	396	55,809	25.4	333	100,337	22.8	107	70,835	21.7	47	77,431	19.1
Baltimore	103	9,425	22.5	63	1,334	26.7	13	951	28.1	14	1,910	27.2	9	2,550	19.5	4	2,680	17.8	--	--	--
Boston	182	18,244	22.5	99	2,026	32.2	31	2,165	24.1	23	3,392	20.8	23	5,992	24.0	5	x	x	1	x	x
Buffalo	59	4,578	26.3	29	686	33.1	12	864	29.3	14	1,955	26.2	4	1,073	19.9	--	--	--	--	--	--
Chicago	373	61,338	26.8	179	3,946	31.8	71	5,018	28.4	48	6,744	27.7	44	14,781	25.9	18	11,932	25.9	13	18,917	26.4
Cleveland	148	17,476	22.8	81	1,478	34.6	34	2,502	26.7	11	1,553	26.1	16	4,641	18.4	4	x	x	2	x	x
Detroit	156	21,301	20.5	76	1,273	30.4	25	1,816	23.0	26	3,773	20.4	18	6,902	21.8	10	x	x	1	x	x
Los Angeles	250	37,477	21.2	131	2,416	27.6	42	2,977	26.4	29	3,782	23.5	34	9,791	22.7	6	3,826	25.6	8	14,685	16.4
Milwaukee	106	12,831	23.2	55	1,244	29.8	17	1,153	28.9	18	2,430	26.4	11	3,390	23.4	3	x	x	2	x	x
New York	1,020	110,768	23.5	610	12,055	28.5	148	10,451	27.8	122	17,447	25.3	96	28,032	23.0	33	22,452	24.5	11	20,331	16.2
Philadelphia	242	28,641	21.8	129	2,453	27.8	41	2,830	26.8	39	5,561	28.3	23	7,399	23.3	6	3,647	20.3	4	6,751	11.3
Pittsburgh	97	15,385	20.7	49	1,138	28.6	14	970	28.5	14	1,886	27.7	10	2,235	23.9	7	4,993	16.2	3	4,163	17.2
St. Louis	109	10,976	26.1	63	1,190	32.9	17	1,324	23.9	15	2,095	25.0	11	3,414	24.7	2	x	x	1	x	x
San Francisco	188	24,979	20.4	80	1,802	27.1	41	2,945	21.5	23	3,281	26.1	34	10,137	19.5	9	x	x	1	x	x

X - Withheld to avoid disclosure of individual operations.

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS
FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

METALS AND METAL WORK (except scrap)

Area	Total, all establishments: Number	Total: Net sales (add 000)	Total: Expenses, % to sales	Under $50,000: Number	Under $50,000: Net sales (add 000)	Under $50,000: Expenses, % to sales	$50,000 - $99,999: Number	$50,000 - $99,999: Net sales (add 000)	$50,000 - $99,999: Expenses, % to sales	$100,000 - $199,999: Number	$100,000 - $199,999: Net sales (add 000)	$100,000 - $199,999: Expenses, % to sales	$200,000 - $499,999: Number	$200,000 - $499,999: Net sales (add 000)	$200,000 - $499,999: Expenses, % to sales	$500,000 - $999,999: Number	$500,000 - $999,999: Net sales (add 000)	$500,000 - $999,999: Expenses, % to sales	$1,000,000 and over: Number	$1,000,000 and over: Net sales (add 000)	$1,000,000 and over: Expenses, % to sales
UNITED STATES TOTAL	776	$233,715	13.5	258	$5,385	29.5	121	$8,783	23.5	137	$20,181	22.6	158	$48,824	18.1	75	$51,973	16.2	27	$98,567	6.1
New England	48	9,207	22.0	17	485	30.3	8	591	27.4	8	1,169	26.3	11	3,761	19.0	4	3,201	21.7	--	--	--
Middle Atlantic	263	112,910	9.5	97	2,030	31.6	41	2,930	22.5	46	6,859	25.3	47	14,766	19.2	20	13,531	13.9	12	72,794	4.2
East North Central	190	61,906	15.3	43	868	31.7	31	2,410	26.1	42	5,904	22.0	34	10,443	18.6	27	18,890	16.1	13	23,391	9.9
West North Central	55	11,589	16.8	17	364	26.6	9	594	16.3	8	x	x	15	4,715	15.6	5	3,264	17.9	1	x	x
South Atlantic	51	9,477	18.7	14	269	22.7	8	509	22.4	11	1,655	21.5	13	3,767	19.7	5	3,277	15.2	--	--	--
East South Central	14	2,321	17.7	6	118	23.7	1	x	x	3	437	18.1	3	795	12.5	1	x	x	--	--	--
West South Central	36	6,507	15.9	9	199	27.1	8	588	26.7	6	x	x	11	3,482	13.4	2	x	x	--	--	--
Mountain	13	1,765	12.4	8	147	22.4	1	x	x	--	--	--	3	916	12.1	1	x	x	--	--	--
Pacific	106	18,031	19.7	47	905	27.6	14	1,021	23.4	13	x	x	21	6,179	19.6	10	6,986	17.6	1	x	x
TOTAL. 13 CITIES	421	169,858	11.4	156	2,744	31.5	68	4,999	24.7	72	10,596	25.1	77	23,978	18.7	41	28,974	14.6	27	98,567	6.1
Baltimore	24	3,997	18.4	8	95	31.6	4	x	x	6	951	20.8	4	1,134	18.9	2	x	x	--	--	--
Boston	18	5,599	22.1	4	x	x	5	385	25.5	4	552	29.2	3	941	16.4	2	x	x	--	--	--
Buffalo	6	1,567	14.4	3	87	31.0	--	--	--	--	--	--	2	x	x	1	x	x	--	--	--
Chicago	44	14,026	18.5	9	226	25.2	10	771	25.3	6	743	27.7	10	2,748	18.9	5	3,919	16.4	4	5,619	17.8
Cleveland	26	15,814	10.1	5	x	x	4	356	30.6	5	756	27.2	2	x	x	4	2,910	18.1	6	10,949	5.6
Detroit	37	15,499	13.9	7	98	32.7	6	435	29.0	6	1,080	19.8	5	1,557	18.4	8	5,506	13.7	3	6,823	10.8
Los Angeles	30	5,029	17.6	15	221	31.2	5	417	27.8	4	575	21.4	4	1,011	19.2	3	x	x	1	x	x
Milwaukee	6	1,110	14.9	1	x	x	2	x	x	1	x	x	2	x	x	--	--	--	--	--	--
New York	145	86,860	7.3	56	1,119	31.0	20	1,373	23.0	26	3,879	29.0	29	9,406	17.9	7	4,889	10.6	7	66,194	5.5
Philadelphia	35	10,446	14.3	9	167	40.1	7	549	22.4	7	1,063	22.5	4	1,182	23.5	4	2,889	13.8	4	4,596	8.5
Pittsburgh	14	4,806	19.5	5	148	27.7	1	x	x	1	x	x	4	1,126	23.4	2	x	x	1	x	x
St. Louis	12	3,041	27.7	4	144	41.0	1	x	x	3	478	24.1	3	x	x	--	--	--	1	x	x
San Francisco	24	4,064	17.3	12	248	19.4	5	178	23.0	1	x	x	5	1,436	20.0	3	2,044	15.7	--	--	--

X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS FOR WHOLESALE MERCHANTS

Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

PAPER AND ITS PRODUCTS

Area	Total, all establishments			Establishments with sales of																	
				Under $50,000			$50,000 to $99,999			$100,000 to $199,999			$200,000 to $499,999			$500,000 to $999,999			$1,000,000 and over		
	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales
UNITED STATES TOTAL	2,486	$396,731	18.5	1,127	$22,496	21.9	445	$31,663	21.7	370	$52,412	21.0	359	$109,711	19.0	128	$85,925	17.8	57	$94,524	15.6
New England	254	33,878	19.8	118	2,300	23.3	50	3,674	23.0	40	5,843	19.8	33	9,988	20.1	8	5,221	20.5	5	6,852	16.0
Middle Atlantic	1,058	146,861	18.4	510	10,116	21.4	206	14,743	20.8	143	20,136	22.2	126	37,023	19.3	54	35,284	17.1	19	29,559	14.0
East North Central	483	99,773	18.1	214	4,019	20.7	87	5,959	20.4	62	8,795	20.8	70	22,203	19.6	31	21,170	18.3	19	37,627	16.0
West North Central	181	34,549	19.2	69	1,310	23.4	24	1,735	26.4	40	5,618	22.7	32	10,660	18.8	10	7,194	19.0	6	8,032	15.1
South Atlantic	180	30,050	16.2	72	1,696	21.9	25	1,766	25.3	28	3,925	18.2	45	13,028	15.8	7	4,930	15.4	3	4,705	10.8
East South Central	56	9,384	18.4	25	615	24.9	5	x	x	10	1,288	19.3	10	3,357	17.6	6	x	x	--	--	--
West South Central	77	12,043	21.7	24	612	25.5	21	1,462	22.8	13	2,048	21.1	14	4,443	22.2	5	3,478	20.3	--	--	--
Mountain	27	4,943	18.8	8	147	17.0	2	x	x	7	995	21.0	9	2,649	17.9	1	x	x	--	--	--
Pacific	170	25,250	19.6	87	1,681	22.5	25	1,813	21.5	27	3,764	17.1	20	6,360	18.9	6	3.883	16.0	5	7,749	22.2
TOTAL, 13 CITIES	1,511	228,038	18.1	607	12,025	21.7	241	17,053	21.6	171	24,478	20.2	170	51,134	19.1	80	53,069	17.0	42	70,279	16.0
Baltimore	43	5,859	17.2	18	412	23.1	9	595	29.4	7	909	17.7	7	x	x	1	x	x	1	x	x
Boston	81	13,020	20.7	39	858	26.6	17	1,164	26.5	8	1,271	19.4	10	3,005	16.7	4	2,517	23.5	3	4,205	19.6
Buffalo	24	4,537	18.0	7	171	33.9	5	330	29.1	5	768	14.7	6	x	x	--	x	x	1	x	x
Chicago	154	39,196	17.0	69	1,320	20.9	27	1,825	20.8	18	2,568	20.0	17	5,448	21.1	14	9,468	15.9	9	18,567	15.3
Cleveland	39	9,350	17.5	20	381	23.9	6	409	26.2	2	281	35.6	4	1,068	22.9	4	2,568	15.4	3	4,643	15.0
Detroit	53	13,519	19.0	18	344	22.1	14	888	18.2	6	793	12.4	8	2,406	14.6	4	2,945	21.2	3	6,143	20.5
Los Angeles	50	8,781	18.2	29	560	25.5	6	459	17.0	5	673	18.1	5	1,842	17.2	4	x	x	1	x	x
Milwaukee	20	2,533	21.0	6	194	19.6	3	203	25.6	8	1,198	21.5	3	938	19.6	--	--	--	--	--	--
New York	627	91,426	17.0	303	5,981	20.6	119	8,678	19.8	81	11,593	19.8	75	21,560	18.8	36	24,102	15.8	13	19,512	12.3
Philadelphia	116	18,813	22.1	51	1,013	18.2	21	1,460	22.9	16	2,174	23.4	19	6,187	23.6	7	x	x	2	x	x
Pittsburgh	23	7,423	17.9	7	160	30.6	3	267	26.2	5	731	27.6	3	x	x	3	2,198	15.8	2	x	x
St. Louis	45	7,066	17.4	24	376	24.7	5	343	23.0	6	957	25.7	6	1,884	17.6	2	x	x	2	x	x
San Francisco	36	6,515	23.4	16	255	20.4	6	432	28.5	4	562	14.6	7	2,048	20.3	1	x	x	2	x	x

X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS FOR WHOLESALE MERCHANTS

Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	Total, all establishments			Establishments with sales of																	
				Under $50,000			$50,000 to $99,999			$100,000 to $199,999			$200,000 to $499,999			$500,000 and over					
	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales
PETROLEUM AND ITS PRODUCTS																					
UNITED STATES TOTAL	578	$124,120	13.3	313	$5,678	24.4	99	$7,124	25.1	80	$11,356	19.8	36	$11,641	15.0	50	$88,321	10.6			
New England	38	5,545	15.3	16	363	21.2	9	634	21.8	5	633	20.9	5	1,600	11.1	3	2,315	14.0			
Middle Atlantic	116	32,902	18.7	55	1,044	30.4	20	1,461	28.1	14	2,030	20.1	7	2,075	16.2	20	26,292	17.8			
East North Central	130	36,889	8.6	64	1,146	24.8	24	1,678	26.9	23	3,372	20.5	10	3,336	11.4	9	27,357	4.9			
West North Central	74	23,483	12.2	35	633	27.2	15	1,134	24.2	9	1,286	20.5	4	1,271	20.6	11	19,159	9.9			
South Atlantic	72	8,957	16.9	46	837	24.9	10	726	26.3	8	1,155	18.7	4	1,338	15.1	4	4,901	14.3			
East South Central	15	703	23.0	10	229	24.9	3	x	x	2	x	x	--	--	--	--	--	--			
West South Central	57	8,707	8.1	36	576	19.1	10	784	23.6	8	1,027	14.8	2	x	x	1	x	x			
Mountain	24	1,150	21.0	17	324	17.6	4	241	17.8	2	x	x	1	x	x	--	--	--			
Pacific	52	5,784	14.8	34	526	20.0	4	x	x	9	1,262	20.0	3	1,217	17.7	2	x	x			
TOTAL, 13 CITIES	155	33,124	14.4	81	1,472	29.9	26	1,978	28.1	23	3,460	23.6	10	3,495	19.9	15	22,719	10.0			
Baltimore	6	244	24.2	3	30	30.0	3	214	23.4	--	--	--	--	--	--	--	--	--			
Boston	6	712	9.4	3	76	31.6	1	x	x	1	x	x	1	x	x	--	--	--			
Buffalo	1	x	x	1	x	x	--	--	--	--	--	--	--	--	--	--	--	--			
Chicago	21	2,057	22.9	9	194	29.9	5	x	x	5	811	26.3	2	x	x	--	--	--			
Cleveland	18	6,853	9.4	10	150	28.7	2	x	x	4	640	28.3	--	--	--	2	x	x			
Detroit	10	679	21.2	7	135	21.5	1	x	x	1	x	x	1	x	x	--	--	--			
Los Angeles	9	2,863	15.4	4	50	22.0	--	--	--	2	x	x	2	x	x	1	x	x			
Milwaukee	7	368	23.1	4	95	29.5	2	x	x	1	x	x	--	--	--	--	--	--			
New York	43	9,826	17.2	20	412	31.6	9	693	33.8	5	789	18.4	2	711	18.6	7	7,221	14.5			
Philadelphia	9	3,185	18.4	3	x	x	1	x	x	1	x	x	2	x	x	2	x	x			
Pittsburgh	6	3,136	2.8	3	81	22.2	2	x	x	--	--	--	--	--	--	1	x	x			
St. Louis	12	2,980	14.2	8	128	37.5	--	--	--	2	x	x	--	--	--	2	x	x			
San Francisco	7	x	x	6	52	38.5	--	--	--	1	x	x	--	--	--	--	--	--			

X - Withheld to avoid disclosure of individual operations

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED

Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	Total, all establishments			Establishments with sales of																	
				Under $50,000			$50,000 to $99,999			$100,000 to $199,999			$200,000 to $499,999			$500,000 and over					
	Number	Net sales (add 000)	Ex-penses, % to sales	Num-ber	Net sales (add 000)	Ex-penses, % to sales	Num-ber	Net sales (add 000)	Ex-penses, % to sales	Num-ber	Net sales (add 000)	Ex-penses, % to sales	Num-ber	Net sales (add 000)	Ex-penses, % to sales	Num-ber	Net sales (add 000)	Ex-penses, % to sales	Num-ber	Net sales (add 000)	Ex-penses, % to sales
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES																					
UNITED STATES TOTAL	1,712	$240,005	19.8	639	$14,078	25.3	361	$26,166	21.4	352	$49,112	20.8	276	$82,727	19.4	84	$67,922	17.8			
New England	169	20,374	22.1	64	1,407	25.7	41	2,968	21.6	41	5,874	22.5	18	5,627	21.6	5	4,498	21.6			
Middle Atlantic	675	86,094	20.2	259	5,904	24.7	157	11,461	21.5	134	18,173	21.2	97	29,702	19.4	28	20,854	18.7			
East North Central	349	49,391	20.8	140	3,033	25.8	65	4,559	21.7	71	10,206	20.4	56	16,714	20.5	17	14,879	20.3			
West North Central	108	17,130	21.2	41	937	29.8	20	1,434	24.9	19	2,826	23.2	23	7,005	21.7	5	4,928	16.7			
South Atlantic	138	26,433	16.9	38	852	24.8	30	2,218	19.9	25	3,619	18.2	33	10,250	17.2	12	9,494	14.8			
East South Central	35	7,596	15.1	12	266	24.1	5	393	15.8	9	1,228	19.6	5	1,414	22.2	4	4,295	10.9			
West South Central	74	9,217	18.6	25	588	19.6	14	974	22.5	18	2,341	19.7	14	3,660	17.2	3	1,654	17.1			
Mountain	25	5.438	16.6	5	143	24.5	5	341	28.4	6	912	19.0	6	1,752	15.0	3	2,290	14.7			
Pacific	139	18,332	18.8	55	948	26.3	24	1,818	18.1	29	3,933	19.8	24	6,603	18.3	7	5,030	17.7			
TOTAL, 13 CITIES	720	101,797	20.7	303	6,506	26.5	142	10,150	22.2	129	17,500	21.0	97	29,850	19.9	49	37,791	19.8			
Baltimore	29	4,233	21.2	13	310	19.7	4	x	x	5	644	18.6	5	1,652	19.2	2	x	x			
Boston	35	5,265	22.0	12	288	30.9	7	505	21.2	9	1,266	22.6	5	x	x	2	x	x			
Buffalo	14	1,827	22.2	4	64	25.0	3	x	x	5	765	23.7	1	x	x	1	x	x			
Chicago	86	12,185	22.0	48	1,073	28.4	12	849	20.6	10	1,458	19.5	11	3,362	23.1	5	5,443	21.0			
Cleveland	37	4,024	23.9	19	363	27.8	11	754	26.1	4	451	18.4	1	x	x	2	x	x			
Detroit	38	6,897	20.4	14	276	26.4	8	460	18.9	4	543	17.3	8	2,534	23.0	4	3,084	18.6			
Los Angeles	39	4,607	17.2	20	364	26.9	6	476	15.8	6	771	23.9	4	949	15.2	3	2,047	14.3			
Milwaukee	25	4,891	21.5	5	44	25.0	4	260	18.8	8	1,242	24.4	5	1,371	19.6	3	1,974	21.3			
New York	259	36,784	19.5	108	2,348	25.8	50	3,619	20.1	48	6,470	19.8	37	12,191	17.5	16	12,156	19.9			
Philadelphia	85	8,773	20.5	42	1,019	23.9	19	1,432	26.1	13	1,690	23.2	7	2,005	17.1	4	2,627	17.1			
Pittsburgh	23	4,170	23.5	4	90	28.9	8	565	28.8	5	608	24.8	3	927	27.0	3	1,980	19.7			
St. Louis	23	3,449	23.4	8	159	45.3	5	390	31.3	4	590	23.1	4	x	x	2	x	x			
San Francisco	27	4,692	20.4	6	108	23.1	5	x	x	8	1,002	18.6	6	1,683	19.3	2	x	x			

X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS FOR WHOLESALE MERCHANTS

Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

TOBACCO AND ITS PRODUCTS (except leaf)

Area	Total, all establishments			Establishments with sales of: Under $50,000			$50,000 to $99,999			$100,000 to $199,999			$200,000 to $499,999			$500,000 to $999,999			$1,000,000 and over		
	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales
UNITED STATES TOTAL	1,914	$744,644	5.5	383	$8,074	7.6	257	$18,643	7.4	344	$49,603	6.6	532	$168,779	5.4	250	$170,813	5.0	148	$328,732	5.5
New England	168	65,758	4.9	27	500	8.4	21	1,634	6.2	34	5,035	5.5	51	16,303	5.2	24	15,665	4.1	11	26,621	5.0
Middle Atlantic	556	226,086	4.9	124	2,835	8.5	88	6,312	6.8	100	14,133	6.4	127	39,266	5.3	63	42,725	4.9	56	120,815	4.3
East North Central	469	172,870	5.0	109	2,158	6.5	50	5,603	6.7	69	10,194	6.6	147	47,129	5.4	62	43,598	5.4	32	66,188	4.1
West North Central	172	48,215	5.4	50	961	7.7	26	1,800	7.3	33	4,654	6.1	37	11,369	5.8	17	11,541	3.5	9	17,890	5.8
South Atlantic	177	75,876	6.5	27	495	8.9	19	1,364	9.0	35	5,088	7.2	48	15,159	6.0	30	19,772	5.6	18	33,998	7.1
East South Central	54	17,969	5.8	5	168	10.1	8	613	9.1	14	1,956	7.0	16	5,399	4.8	8	x	x	3	x	x
West South Central	108	34,222	4.9	16	340	7.1	15	1,047	8.2	18	2,781	6.7	42	13,638	4.9	11	7,759	4.3	6	8,657	4.5
Mountain	61	14,249	7.7	7	191	4.7	10	733	10.2	22	3,228	9.9	18	5,695	8.8	3	x	x	1	x	x
Pacific	147	89,399	7.6	18	426	4.7	20	1,537	8.1	19	2,534	5.7	46	14,821	4.7	32	22,171	5.1	12	47,910	9.8
TOTAL 13 CITIES	532	301,269	5.3	139	2,591	8.4	82	5,852	7.4	65	9,574	6.2	106	32,673	4.7	65	47,336	4.5	75	203,243	5.5
Baltimore	23	9,324	7.3	8	163	6.1	1	x	x	4	560	9.1	5	1,313	4.6	2	x	x	3	5,828	7.6
Boston	26	17,113	4.1	2	x	x	7	521	8.8	4	523	9.6	3	x	x	6	4,175	2.6	4	11,008	4.2
Buffalo	19	7,523	4.9	5	119	10.1	1	x	x	4	616	4.9	4	1,304	7.7	2	x	x	3	3,950	4.1
Chicago	62	35,597	4.2	17	199	13.1	7	436	8.3	8	1,252	5.5	12	3,690	5.6	9	6,839	4.9	9	23,181	3.5
Cleveland	19	13,056	5.9	6	104	4.8	--	--	--	3	x	x	1	x	x	4	2,975	6.3	5	9,079	5.7
Detroit	52	22,231	3.6	9	275	4.7	8	522	5.0	4	562	2.3	20	5,648	2.8	7	5,101	4.5	4	10,123	3.5
Los Angeles	24	11,193	5.0	3	46	4.3	4	343	6.1	5	576	10.2	6	2,111	4.0	3	2,302	7.0	3	5,815	4.0
Milwaukee	24	7,958	3.6	12	62	8.1	4	288	4.9	1	x	x	3	1,266	7.8	2	x	x	2	x	x
New York	154	96,090	4.2	36	681	9.7	21	1,496	8.2	22	3,410	6.1	32	9,850	4.0	18	12,443	3.8	25	68,210	4.0
Philadelphia	64	24,667	4.5	16	350	6.9	18	1,302	6.7	6	863	5.3	9	2,844	7.2	4	3,300	3.5	11	16,008	3.9
Pittsburgh	12	7,219	5.1	5	111	7.2	1	x	x	--	--	--	2	x	x	3	2,407	5.9	1	x	x
St. Louis	35	10,807	5.6	18	383	10.7	5	343	6.4	4	632	2.4	5	1,469	8.0	1	x	x	2	x	x
San Francisco	18	38,491	11.2	2	x	x	5	375	8.3	--	--	--	4	x	x	4	3,083	4.7	3	33,705	12.1

X - Withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS FOR WHOLESALE MERCHANTS

Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

Area	Total, all establishments			Establishments with sales of																	
				Under $50,000			$50,000 to $99,999			$100,000 to $199,999			$200,000 to $499,999			$500,000 to $999,999			$1,000,000 and over		
	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales
WASTE MATERIALS																					
UNITED STATES TOTAL	4,765	$391,194	14.6	3,510	$42,263	23.4	486	$33,711	21.3	363	$50,555	17.7	264	$77,997	15.9	86	$60,180	12.6	56	$126,488	8.8
New England	454	40,625	14.8	314	3,882	25.2	58	4,142	20.6	37	5,207	19.0	33	10,473	14.6	4	2,708	10.1	8	14,213	9.9
Middle Atlantic	1,540	119,277	14.1	1,170	14,147	23.2	141	9,968	19.4	116	15,879	15.5	69	20,236	14.6	26	17,471	14.2	18	41,576	9.0
East North Central	1,305	135,049	14.0	934	11,695	24.2	143	10,180	22.7	97	13,651	20.4	85	26,052	16.9	28	21,222	11.7	18	52,249	7.8
West North Central	469	28,437	15.8	372	3,213	22.3	35	2,276	23.9	33	4,592	15.0	15	3,863	16.6	9	6,371	11.5	5	8,122	14.3
South Atlantic	336	25,591	14.0	238	3,148	23.7	38	2,558	22.6	29	4,266	16.4	20	5,305	15.6	7	4,751	9.2	4	5,563	5.2
East South Central	144	11,178	14.3	100	1,241	20.5	17	1,047	22.3	11	1,622	17.5	12	3,364	15.1	3	x	x	1	x	x
West South Central	178	9,988	17.9	128	1,504	20.7	23	1,574	18.4	15	2,032	17.5	7	1,789	18.2	5	3,089	16.4	--	--	--
Mountain	66	1,879	17.6	54	723	22.8	7	436	16.3	4	520	13.8	1	x	x	--	--	--	--	--	--
Pacific	273	19,170	18.2	200	2,710	22.2	24	1,530	23.7	21	2,786	21.1	22	6,715	17.0	4	x	x	2	x	x
TOTAL, 13 CITIES	1,567	183,063	13.3	1,066	13,234	23.7	162	11,340	20.2	134	19,105	16.5	138	41,775	14.9	41	30,220	13.0	26	67,389	8.3
Baltimore	61	4,722	16.5	44	775	19.7	5	379	25.1	6	x	x	5	1,534	15.8	--	--	--	1	x	x
Boston	64	13,520	10.9	36	429	19.1	7	565	11.9	7	994	26.7	9	2,899	14.4	2	1,135	9.1	3	7,498	7.2
Buffalo	42	4,342	18.8	26	445	18.0	6	428	15.4	2	x	x	6	1,775	20.6	2	x	x	--	--	--
Chicago	190	34,409	13.1	116	1,356	31.6	24	1,560	25.8	17	2,411	16.8	21	6,327	17.9	8	6,621	11.0	4	16,134	8.8
Cleveland	87	12,141	14.8	49	842	24.7	12	894	20.8	10	1,427	23.8	11	3,396	18.1	3	2,071	12.4	2	3,511	5.7
Detroit	99	14,046	12.6	57	651	27.8	13	930	21.6	11	1,694	18.6	12	3,764	13.6	4	x	x	2	x	x
Los Angeles	46	5,662	15.9	31	335	27.8	5	312	24.0	1	x	x	7	2,569	14.4	1	x	x	1	x	x
Milwaukee	65	4,132	14.6	49	546	22.7	6	404	18.8	1	x	x	8	2,358	13.7	1	x	x	--	--	--
New York	599	45,809	15.9	443	5,519	22.4	56	3,869	19.5	45	6,220	12.3	37	10,786	13.0	11	7,591	15.5	7	11,824	16.7
Philadelphia	177	22,833	9.4	123	1,267	32.7	20	1,471	14.4	18	2,592	16.5	10	2,883	13.4	4	x	x	2	x	x
Pittsburgh	30	10,416	6.1	20	299	25.8	1	x	x	2	250	34.8	3	918	8.3	2	x	x	2	x	x
St. Louis	64	6,981	13.8	42	432	28.0	5	293	27.3	9	1,312	14.0	4	943	13.5	3	x	x	1	x	x
San Francisco	43	4,050	14.3	30	338	20.7	2	x	x	5	690	11.9	5	1,623	15.6	--	--	--	1	x	x

X - Withheld to avoid disclosure of individual operations.

TABLE 4.--SALES AND EXPENSES BY BUSINESS SIZE GROUPS FOR WHOLESALE MERCHANTS

Geographic Divisions and the 13 Cities of more than 500,000 Population.
For 29 kind-of-business groups

ALL OTHER

Area	Total, all establishments			Establishments with sales of																	
				Under $50,000			$50,000 to $99,999			$100,000 to $199,999			$200,000 to $499,999			$500,000 to $999,999			$1,000,000 and over		
	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales	Number	Net sales (add 000)	Expenses, % to sales
UNITED STATES TOTAL	3,908	$406,422	15.6	2,446	$41,694	21.0	622	$43,501	19.9	433	$58,710	18.6	273	$84,958	15.5	78	$56,610	14.0	56	$120,949	11.6
New England	423	59,088	11.5	250	4,507	20.2	66	4,548	19.4	55	7,555	19.0	33	10,003	13.0	8	6,269	8.9	11	26,206	6.5
Middle Atlantic	1,415	181,316	15.2	870	15,557	21.0	227	15,703	19.1	144	19,368	17.0	107	34,025	14.8	37	26,741	15.0	30	69,922	12.9
East North Central	704	67,249	17.1	432	7,748	21.5	120	8,479	22.2	76	10,515	19.5	54	16,428	17.3	15	10,963	14.2	7	13,116	11.5
West North Central	257	24,471	18.5	154	2,807	21.3	37	2,711	20.8	39	4,986	22.0	17	5,491	18.0	7	x	x	3	x	x
South Atlantic	236	19,991	16.7	129	2,590	18.0	63	4,478	18.6	23	3,060	17.7	15	4,177	15.7	4	x	x	2	x	x
East South Central	99	6,614	19.7	63	1,338	22.1	20	1,442	20.7	7	924	26.1	8	x	x	1	x	x	--	--	--
West South Central	136	10,290	18.9	82	1,818	22.5	25	1,759	19.9	17	2,081	18.9	10	x	x	2	x	x	--	--	--
Mountain	66	3,969	20.6	45	842	20.7	10	798	24.1	6	831	22.0	5	1,498	18.0	--	--	--	--	--	--
Pacific	572	33,434	16.9	421	4,487	21.6	54	3,583	18.6	66	9,390	18.1	24	7,571	14.4	4	3,302	13.3	3	5,101	15.5
TOTAL, 13 CITIES	2,080	266,762	14.6	1,302	20,307	21.4	302	20,895	20.6	213	29,462	17.9	156	48,364	15.6	61	45,175	13.6	46	102,559	11.0
Baltimore	48	2,931	17.7	31	578	17.5	11	849	18.7	1	x	x	5	x	x	--	--	--	--	--	--
Boston	157	40,736	8.9	73	1,567	16.0	34	2,435	19.0	16	2,298	18.4	17	5,220	11.6	7	5,364	8.1	10	23,852	6.0
Buffalo	25	1,747	19.3	19	449	21.4	--	--	--	4	x	x	2	x	x	--	--	--	--	--	--
Chicago	207	29,770	17.2	124	2,180	23.9	27	1,811	21.3	24	3,323	20.3	18	5,353	22.4	9	7,190	13.8	5	9,913	13.5
Cleveland	50	4,811	17.3	31	642	25.1	8	514	28.4	7	1,035	15.7	1	x	x	2	x	x	1	x	x
Detroit	63	5,021	19.8	35	639	20.0	15	1,099	29.5	7	961	19.8	5	x	x	1	x	x	--	--	--
Los Angeles	181	9,951	17.5	139	1,201	28.9	14	970	19.5	16	2,404	19.2	9	2,973	15.4	3	2,403	11.8	--	--	--
Milwaukee	41	2,366	20.5	28	426	25.1	3	195	25.6	7	972	22.6	3	773	14.0	--	--	--	--	--	--
New York	831	123,824	15.1	489	8,495	21.0	132	9,147	20.7	92	12,335	17.0	70	22,101	15.1	26	18,413	13.2	22	53,333	13.3
Philadelphia	164	21,055	12.8	104	1,762	21.6	27	1,798	18.3	13	1,827	16.8	10	3,068	10.7	7	5,437	17.8	3	7,163	5.2
Pittsburgh	33	3,095	20.9	20	477	23.5	7	477	17.4	1	x	x	4	x	x	1	x	x	--	--	--
St. Louis	74	12,418	15.9	35	565	24.8	11	758	18.9	13	1,677	16.9	7	2,379	17.8	5	3,371	13.1	3	3,668	14.8
San Francisco	206	9,037	14.0	174	1,326	16.7	13	842	15.1	12	1,814	17.7	5	x	x	--	--	--	2	x	x

X - Withheld to avoid disclosure of individual operations.

WHOLESALE DISTRIBUTION: 1935

VOLUME VI

SECTION THREE

ANALYSIS OF OPERATING EXPENSES BY FUNCTIONAL DIVISIONS (TABLE 5)

Table 5 which follows, analyzes the operating expenses of wholesale merchants and industrial distributors by functional divisions. For the purposes of this tabulation, each wholesale merchant or industrial distributor whose sales in 1935 exceeded $50,000 was requested, where possible, to report administrative, selling, delivery, warehouse, occupancy and other expenses separately. It was found, however, that the expense accounts of establishments whose business amounted to less than $100,000 usually could not readily be classified as above. For this reason, the data in Table 5 are limited to establishments with sales of $100,000 or more. As a number of houses whose sales exceeded $100,000 were likewise unable to classify their accounts into the six functional divisions, the number of establishments for which an analysis is given in Table 5 is somewhat less than the total number. The table, therefore, presents the number, net sales and operating expenses of all establishments with sales in excess of $100,000 in addition to the information for those reporting an analysis of operating expenses.

In general, establishments not reporting all classes of expenses are omitted from the analysis. Exceptions were made in the case of delivery expenses and, for those trades where yard storage is common, in the case of warehouse expenses. No establishment is included which failed to report some occupancy expenses. This rule was followed in order to eliminate those concerns which owned their premises but which failed to report expenses somewhat comparable to rent.

The data are presented in summary for the United States for 142 kinds of business. For some trades, they are further analyzed by the following business-size groups.

Group Number	Business Size Group
I	Net sales of $100,000 to $199,999
II	Net sales of $200,000 to $299,999
III	Net sales of $300,000 to $499,999
IV	Net sales of $500,000 to $999,999
V	Net sales of $1,000,000 and over

Following the United States summary, an analysis is given for 100 more or less homogeneous kinds of business as indexed on the following page. Data are shown where possible for each of these kinds of business by geographic divisions and for the 13 largest cities. For most trades, it has been necessary to restrict the amount of detail by areas due to the limited number of establishments.

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 5--ANALYSIS OF OPERATING EXPENSES

FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

(Only those establishments with sales of more than $100,000 are included.)

Kind of Business	All establishments with sales of more than $100,000			Establishments analyzed								
						Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
AMUSEMENT AND SPORTING GOODS												
Cameras and motion picture equipment and supplies	8	$1,587	18.6	5	$1,186	15.6	4.2	4.7	.9	.9	2.5	2.4
Moving picture films	52	34,118	12.3	34	13,818	14.8	4.4	6.6	.7	1.2	1.1	.8
Sporting goods (full line)	44	13,448	21.2	29	9,935	20.9	5.9	7.1	.9	2.1	2.3	2.6
Toys, novelties and fireworks	62	16,676	20.1	32	8,153	22.0	7.1	7.0	1.5	1.7	2.6	2.1
All other	59	17,068	15.5	37	11,572	14.0	3.7	6.1	.8	.2	1.5	1.7
AUTOMOTIVE												
Automobiles and other motor vehicles	307	352,295	8.5	163	206,966	9.0	2.3	3.5	.2	.6	1.5	.9
$100,000 to 199,999	39	5,866	11.1	16	2,471	16.4	5.5	5.4	1.0	1.2	2.0	1.3
$200,000 to 299,999	40	9,832	10.8	17	4,038	12.9	3.4	3.9	.4	1.1	3.0	1.1
$300,000 to 499,999	51	19,630	10.3	22	8,548	11.0	3.7	2.8	.5	.8	1.8	1.4
$500,000 to 999,999	73	53,244	9.3	49	37,089	9.2	2.8	3.2	.2	.4	1.5	1.1
$1,000,000 and over	104	263,723	8.1	59	154,820	8.6	2.1	3.5	.2	.6	1.4	.8
Automotive equipment	863	206,917	24.3	514	122,407	25.2	7.8	8.4	1.3	2.3	3.0	2.4
$100,000 to 199,999	514	70,489	26.6	293	40,614	27.3	8.5	8.7	1.6	2.0	3.8	2.7
$200,000 to 299,999	169	40,795	25.9	108	26,125	26.4	8.3	8.8	1.3	2.5	3.1	2.4
$300,000 to 499,999	119	44,666	24.0	81	30,206	24.8	7.3	8.8	1.5	2.1	2.9	2.2
$500,000 and over	61	50,967	20.2	32	25,462	21.3	6.7	7.4	.8	2.6	1.6	2.2
Tires and tubes	102	40,027	13.8	76	18,969	21.1	6.1	7.0	1.9	1.3	2.8	2.0
BEER, WINES AND LIQUORS												
Beer and other fermented malt liquors	621	140,058	13.8	351	82,170	14.1	3.2	3.6	2.7	1.3	1.7	1.6
$100,000 to 199,999	390	53,515	15.3	212	29,136	15.3	3.5	3.7	3.1	1.2	2.0	1.8
$200,000 to 299,999	109	25,780	13.7	63	14,936	14.7	2.8	3.8	3.4	1.4	1.5	1.8
$300,000 to 499,999	85	31,670	12.8	54	20,309	13.2	3.0	3.1	2.2	1.3	2.2	1.4
$500,000 and over	37	29,093	12.4	22	17,789	12.6	3.3	3.8	2.1	1.3	.8	1.3
Wines and liquors	772	345,550	11.2	494	244,676	11.6	3.6	3.8	1.1	.8	1.1	1.2
$100,000 to 199,999	269	38,515	15.2	148	21,109	16.7	5.0	4.4	1.4	1.3	2.5	2.1
$200,000 to 299,999	144	35,297	12.9	90	21,914	13.4	3.6	4.6	1.4	.8	1.5	1.5
$300,000 to 499,999	166	64,001	11.2	106	41,078	11.9	3.5	3.5	1.3	.8	1.2	1.6
$500,000 to 999,999	124	85,359	10.6	97	66,670	10.5	3.6	3.5	.9	.7	.7	1.1
$1,000,000 and over	69	122,378	9.9	53	93,905	10.6	3.4	3.8	1.0	.8	.9	.7
CHEMICALS AND PAINTS												
Dyestuffs	22	12,512	27.7	9	6,839	34.1	6.0	19.7	1.6	1.2	1.2	4.4
Explosives	5	853	12.5	2	x	11.3	3.9	1.1	3.4	.8	.8	1.3
Industrial chemicals	97	61,612	12.3	55	38,456	12.2	4.9	3.7	1.0	1.0	.9	.7
Naval stores	21	21,038	6.2	7	4,346	11.9	4.2	2.6	2.1	1.5	.7	.8
Paints and varnishes	180	45,157	21.9	90	22,629	22.0	6.9	6.6	1.7	2.0	2.6	2.2
All other	57	51,647	19.5	15	39,423	20.8	13.4	6.1	.3	.2	.5	.3
CLOTHING AND FURNISHINGS												
Clothing and/or furnishings (full line)	171	50,027	14.0	108	34,208	13.9	4.7	5.4	.7	.5	1.4	1.2
Men's and boys'	278	88,559	13.2	173	55,095	13.1	4.5	4.8	.7	.8	1.3	1.0
$100,000 to 199,999	141	19,329	14.1	83	11,304	14.5	4.9	6.1	.7	.6	1.6	.6
$200,000 to 299,999	50	12,110	14.3	33	8,060	14.8	5.3	5.2	.8	.5	1.7	1.3
$300,000 to 499,999	45	16,694	13.3	32	12,104	12.9	4.5	3.8	.9	.8	1.5	1.4
$500,000 and over	42	40,426	12.5	25	23,627	11.9	3.9	4.6	.5	.9	1.0	1.0
Women's and children's	487	201,213	13.3	305	142,541	13.1	4.4	4.5	.8	1.0	1.3	1.1
$100,000 to 199,999	184	26,137	12.9	102	14,854	12.8	4.7	4.1	.7	.6	1.8	.9
$200,000 to 299,999	95	23,290	14.1	65	16,012	14.1	5.1	4.2	.8	.8	1.9	1.3
$300,000 to 499,999	94	35,947	13.1	56	21,652	12.8	4.8	4.0	.9	.8	1.5	.8
$500,000 to 999,999	86	60,848	14.0	59	41,650	13.7	4.6	4.9	.8	1.0	1.3	1.1
$1,000,000 and over	28	54,991	12.5	23	48,373	12.5	3.7	4.6	.8	1.4	1.0	1.0
Furs, dressed and fur clothing	75	25,025	11.2	36	14,226	10.8	4.5	3.3	.5	.4	1.2	.9
Hosiery	78	29,111	10.7	42	15,595	11.3	3.8	4.3	.7	.5	1.1	.9
Millinery and millinery supplies	95	26,700	16.7	65	21,025	16.5	5.3	6.3	.6	.7	1.9	1.7
Shoes and other footwear	211	109,688	13.8	146	87,010	13.9	4.1	5.8	.8	.8	1.0	1.4
(continued)												

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 5--ANALYSIS OF OPERATING EXPENSES

FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

(Only those establishments with sales of more than $100,000 are included.)

Kind of Business	All establishments with sales of more than $100,000			Establishments analyzed								
						Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
COAL AND COKE	197	$191,263	11.8	49	$92,105	10.1	2.0	1.7	1.2	1.8	2.3	1.1
DRUGS (FULL LINE)	259	296,835	13.0	194	238,006	13.6	4.7	3.4	.7	2.0	1.0	1.8
$100,000 to 299,999	37	6,731	13.0	20	3,621	12.8	4.7	3.6	.6	1.4	1.4	1.1
$300,000 to 499,999	45	17,437	14.2	33	12,628	13.7	4.6	3.4	.6	2.1	1.6	1.4
$500,000 to 999,999	70	51,237	14.0	54	39,813	13.9	5.3	3.6	.6	1.7	1.3	1.4
$1,000,000 and over	107	221,430	12.7	87	181,944	13.5	4.6	3.3	.7	2.1	.9	1.9
DRUGS AND DRUG SUNDRIES (SPECIALTY LINES)												
Drug specialties	76	18,849	15.2	40	8,764	16.5	5.5	4.7	1.3	1.8	1.7	1.5
Patent medicines	32	17,822	15.6	9	4,418	18.8	5.0	9.6	1.5	.9	1.5	.3
Toilet articles and preparations	73	30,117	26.5	24	10,026	28.1	9.3	12.4	3.1	1.2	1.5	.6
All other	40	24,345	17.5	25	8,317	15.8	4.6	5.6	2.1	1.2	1.1	1.2
DRY GOODS (FULL LINE)	217	257,698	14.4	146	135,312	14.7	3.9	5.4	.6	1.2	1.6	2.0
$100,000 to 199,999	57	8,156	13.9	35	4,972	13.7	4.3	4.2	.9	.6	2.1	1.6
$200,000 to 299,999	31	7,569	15.3	20	4,942	15.1	5.2	5.4	.8	.7	1.4	1.6
$300,000 to 499,999	37	14,615	16.3	28	10,978	16.1	5.2	5.5	.7	1.0	1.6	2.1
$500,000 to 999,999	42	32,310	14.4	30	23,175	13.9	4.3	5.3	.8	.9	1.3	1.3
$1,000,000 and over	50	195,048	14.3	33	91,245	14.8	3.5	5.5	.5	1.3	1.7	2.3
DRY GOODS (SPECIALTY LINES)												
Notions	178	53,315	17.4	112	31,215	19.2	7.2	7.4	.9	.8	1.7	1.2
Piece goods	505	226,805	10.4	309	139,871	10.6	3.8	3.4	.6	.5	1.1	1.2
$100,000 to 199,999	196	27,725	13.9	110	16,033	14.7	5.3	4.8	.7	.5	1.9	1.5
$200,000 to 299,999	88	21,178	13.7	57	13,579	14.9	5.6	4.7	1.1	.4	1.8	1.3
$300,000 to 499,999	103	39,621	10.8	69	26,658	11.6	4.2	3.5	.6	.5	1.2	1.6
$500,000 to 999,999	74	50,705	9.9	47	32,261	9.6	3.6	2.8	.7	.5	.9	1.1
$1,000,000 and over	44	87,576	8.6	26	51,340	8.4	2.7	3.0	.4	.4	.8	1.1
All other	69	14,741	16.3	49	11,705	16.7	6.9	5.3	.9	.2	1.6	1.8
ELECTRICAL GOODS												
Electrical merchandise, except appliances	614	244,493	15.7	421	187,773	14.6	4.7	4.9	.7	1.7	1.6	1.0
$100,000 to 199,999	236	34,063	18.5	140	20,779	17.0	5.6	5.1	1.0	1.5	2.3	1.5
$200,000 to 299,999	119	29,096	16.2	74	18,327	15.1	4.8	4.8	.6	2.1	1.6	1.2
$300,000 to 499,999	132	50,300	14.8	102	38,857	13.6	4.3	4.9	.6	1.4	1.6	.8
$500,000 to 999,999	81	56,098	16.3	64	44,306	15.1	4.9	5.3	.7	1.7	1.6	.9
$1,000,000 and over	46	74,936	14.3	41	65,504	14.0	4.5	4.6	.6	1.8	1.5	1.0
Radios, refrigerators and appliances	427	264,854	18.0	250	187,545	18.6	4.6	9.4	.8	.9	1.3	1.6
FARM PRODUCTS - RAW MATERIALS												
Cotton	120	186,934	5.1	42	89,463	5.9	1.2	.8	1.9	.7	.3	1.0
Grain	298	424,950	5.8	105	147,413	5.9	1.7	.7	.4	1.4	1.1	.6
Hides, skins, and furs (raw)	298	137,566	7.7	163	91,140	7.1	2.6	1.4	.4	1.0	.8	.9
Horses and mules	3	722	9.3	--	--	--	--	--	--	--	--	--
Livestock	5	1,140	8.2	1	x	11.6	4.1	2.1	1.2	1.7	1.2	1.3
Silk (raw)	3	10,140	4.5	3	10,140	4.5	2.0	1.2	.2	.2	.1	.8
Tobacco (leaf)	68	43,721	14.8	21	12,497	15.3	5.5	1.8	.8	3.8	1.0	2.4
Wool and mohair	92	147,871	5.9	61	98,717	5.7	1.9	1.4	.5	.7	.4	.8
All other	54	28,159	11.1	22	13,366	13.1	5.6	2.3	1.5	1.3	1.2	1.2
FARM PRODUCTS - CONSUMER GOODS												
Dairy products	681	342,901	15.9	309	186,053	15.2	2.7	3.2	3.8	1.6	2.4	1.5
Poultry and poultry products	488	189,331	7.2	249	113,751	7.3	1.9	1.4	.9	1.1	1.0	1.0
Dairy and poultry products	473	277,709	7.8	312	206,500	8.0	2.0	1.8	1.3	1.0	1.0	.9
Fruits and vegetables (fresh)	2,140	786,588	10.0	1,379	523,277	11.0	2.6	2.2	2.3	1.4	1.4	1.1
$100,000 to 199,999	925	131,265	12.2	530	75,583	12.8	3.0	2.7	2.3	1.2	2.1	1.5
$200,000 to 299,999	472	114,588	11.3	308	75,438	11.5	2.8	2.3	2.1	1.2	1.6	1.5
$300,000 to 499,999	358	136,716	10.7	257	98,136	11.0	2.7	2.3	2.3	1.3	1.4	1.0
$500,000 to 999,999	269	183,458	9.4	201	136,808	10.2	2.4	2.2	1.8	1.6	1.3	.9
$1,000,000 and over	116	220,561	8.3	83	137,312	10.4	2.3	1.8	3.1	1.4	1.0	.8
All other	13	4,198	9.3	10	3,778	9.1	2.9	1.5	.8	1.6	1.3	1.0
FARM SUPPLIES												
Feed	363	114,047	8.8	123	34,809	10.9	3.1	2.0	1.6	1.4	1.4	1.4
Fertilizer	16	10,708	10.0	4	4,349	13.6	3.9	1.8	3.0	.3	2.1	2.5
Seeds	189	81,727	18.5	109	51,187	20.8	5.3	5.2	2.2	3.2	3.1	1.8
All other	17	3,711	10.3	3	1,068	5.4	1.4	1.2	.8	.7	.4	.9

(continued)

UNITED STATES SUMMARY

TABLE 5--ANALYSIS OF OPERATING EXPENSES

FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

(Only those establishments with sales of more than $100,000 are included.)

Kind of Business	All establishments with sales of more than $100,000			Establishments analyzed								
						Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
FURNITURE AND HOUSE FURNISHINGS												
China, glassware and crockery	52	$14,046	22.9	32	$9,397	22.0	7.5	8.5	1.4	1.7	2.2	.7
Floor coverings	152	76,120	12.9	93	50,251	13.3	4.7	4.1	.8	.9	1.5	1.3
Furniture (household and office)	94	27,955	19.5	62	18,391	20.7	6.5	6.5	1.2	1.9	2.8	1.8
House furnishings (except as specified)	149	39,325	14.6	80	21,262	14.7	4.8	4.1	1.4	1.1	1.6	1.7
Musical instruments and sheet music	35	10,966	29.4	18	6,811	28.7	10.6	9.2	1.4	2.1	2.9	2.5
GENERAL MERCHANDISE	119	122,461	15.8	89	111,280	16.1	4.6	5.4	.7	2.3	1.7	1.4
GROCERIES (FULL LINE)	2,885	1,685,807	9.2	1,857	1,260,377	9.3	2.4	2.5	1.1	1.3	1.0	1.0
$100,000 to 199,999	591	86,737	8.6	272	41,267	9.6	2.4	2.3	1.3	1.0	1.2	1.4
$200,000 to 299,999	594	147,249	8.3	337	84,054	8.8	2.3	2.2	1.1	.9	1.0	1.3
$300,000 to 499,999	741	287,663	8.4	489	191,377	8.6	2.2	2.1	1.0	1.1	1.0	1.2
$500,000 to 999,999	627	429,407	8.7	480	331,718	8.7	2.3	2.3	1.0	1.1	.9	1.1
$1,000,000 and over	332	734,751	10.2	279	611,961	9.9	2.6	2.8	1.3	1.5	.9	.8
GROCERIES AND FOODS (SPECIALTY LINES)												
Canned goods	107	57,076	12.4	53	30,507	13.6	3.9	4.1	1.7	1.6	1.1	1.2
Coffee, tea and spices	208	86,896	22.3	138	54,946	25.6	5.8	10.2	2.7	2.9	2.4	1.6
Confectionery	278	57,011	11.4	152	32,282	12.0	3.2	3.8	1.5	.9	1.3	1.3
Fish and sea foods	319	85,649	18.4	211	60,254	19.2	4.5	3.5	3.6	3.1	2.1	2.4
Flour	197	65,235	9.1	94	37,784	9.4	2.6	2.3	1.1	1.1	1.0	1.3
Meats and meat products	959	386,574	10.2	643	278,714	11.3	2.8	2.3	1.3	1.4	1.6	1.9
$100,000 to 199,999	365	51,991	12.2	217	31,526	13.0	3.0	2.9	1.5	1.3	2.5	1.8
$200,000 to 299,999	196	47,654	11.5	131	31,811	12.0	3.3	2.7	1.3	1.2	1.9	1.6
$300,000 to 499,999	183	70,665	10.0	126	48,784	10.4	2.8	2.2	1.2	1.1	1.8	1.3
$500,000 and over	215	216,264	9.5	169	166,593	11.2	2.7	2.2	1.2	1.6	1.4	2.1
Soft drinks	43	10,596	16.2	7	1,769	28.7	6.5	7.2	5.9	4.3	2.2	2.6
Sugar	89	54,969	5.2	30	27,308	4.1	1.2	1.1	.6	.4	.4	.4
Other food and grocery specialties	1,062	369,862	11.6	607	236,870	11.8	3.1	3.1	1.5	1.2	1.3	1.6
HARDWARE												
Hardware (full line)	512	372,424	17.9	326	257,316	17.7	5.6	5.8	.8	2.1	2.1	1.3
$100,000 to 199,999	109	15,831	20.9	52	8,002	21.7	6.1	7.6	1.6	1.2	2.9	2.3
$200,000 to 299,999	113	27,452	19.9	70	17,222	20.9	6.3	5.8	1.7	1.7	3.4	2.0
$300,000 to 499,999	104	40,888	18.2	69	27,173	17.3	5.5	5.5	.9	1.6	2.3	1.5
$500,000 to 999,999	102	72,418	17.7	74	51,790	17.6	5.5	5.5	.9	1.8	2.2	1.7
$1,000,000 and over	84	215,835	17.4	61	153,129	17.2	5.5	5.8	.7	2.5	1.8	.9
Hardware (specialty lines)	108	26,909	19.7	47	12,734	19.8	6.8	6.5	1.4	1.8	1.8	1.5
JEWELRY AND OPTICAL GOODS												
Jewelry (full line)	95	36,230	16.6	65	27,578	17.2	6.2	6.3	.4	.4	1.8	2.1
Clocks and watches	28	13,607	13.8	15	8,669	13.7	5.8	4.2	.6	.1	1.0	2.0
Diamonds and other precious stones	35	6,732	12.4	13	2,660	15.3	5.8	5.4	.1	--	2.1	1.9
Other jewelry specialties	91	31,091	17.1	37	11,900	19.5	7.3	7.3	1.2	1.0	1.7	1.0
Optical goods	70	15,576	36.9	23	6,018	35.0	13.1	10.5	1.6	4.4	2.9	2.5
LUMBER AND CONSTRUCTION MATERIALS												
Builders' supplies (full line)	212	61,405	21.5	96	26,461	19.4	5.6	4.0	2.4	2.7	2.8	1.9
Lumber and millwork	506	166,714	18.5	201	73,815	19.5	5.2	4.1	2.9	3.2	2.2	1.9
$100,000 to 199,999	242	35,784	21.8	87	13,084	23.7	7.4	4.3	2.3	3.7	3.2	2.8
$200,000 to 299,999	105	25,554	19.5	40	9,817	21.7	7.2	3.6	2.4	3.3	2.9	2.3
$300,000 to 499,999	81	30,768	18.0	34	13,160	19.4	5.6	3.2	2.4	3.3	2.4	2.5
$500,000 to 999,999	53	33,394	17.3	27	17,447	15.6	4.9	4.0	1.7	2.5	1.6	.9
$1,000,000 and over	25	41,214	16.4	13	20,307	19.1	2.7	4.9	4.8	3.3	1.7	1.7
Brick, tile and terra cotta	27	4,918	20.6	8	1,503	20.5	7.5	4.1	3.1	1.8	1.9	2.1
Cement, lime and plaster	48	15,290	17.5	16	6,349	16.7	5.3	3.8	2.1	2.1	1.5	1.9
Glass	65	15,683	28.9	35	9,006	28.7	8.6	5.9	2.3	6.5	3.7	1.7
Sand, gravel and crushed stone	28	7,244	28.0	10	3,321	32.9	6.9	3.8	11.1	1.3	6.1	3.7
All other	24	14,010	16.6	3	2,526	24.3	5.0	4.6	.6	.5	6.2	7.4

(continued)

UNITED STATES SUMMARY

TABLE 5--ANALYSIS OF OPERATING EXPENSES

FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

(Only those establishments with sales of more than $100,000 are included.)

Kind of Business	All establishments with sales of more than $100,000			Establishments analyzed								
						Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
MACHINERY, EQUIPMENT AND SUPPLIES												
Commercial machinery, equipment and supplies												
Office (except furniture)	38	$9,227	28.3	10	$2,664	30.6	14.4	8.5	2.0	1.6	2.7	1.4
Store, restaurant and hotel	103	28,347	24.7	45	13,766	24.7	8.1	9.2	1.2	2.1	2.4	1.7
All other	17	3,658	17.9	9	2,025	18.1	5.8	7.7	.8	.5	1.9	1.4
Farm and dairy machinery and equipment	115	37,472	17.4	51	23,129	17.1	4.6	4.6	.7	1.3	1.5	4.4
Industrial equipment and supplies												
Industrial (full line)	162	78,102	18.9	102	54,122	18.7	5.6	6.3	1.1	1.9	2.1	1.7
Belting, hose and packing	40	7,966	25.0	22	4,222	26.6	11.9	9.3	.8	1.2	2.4	1.0
Power transmission equipment	16	4,211	23.5	5	2,022	32.1	10.0	9.2	.9	3.4	2.1	6.5
Rope, cordage and twine	31	12,879	10.8	15	7,462	10.4	3.7	4.3	.6	.5	.7	.6
All other	275	75,969	19.2	137	40,803	19.5	7.3	5.7	1.4	1.7	1.8	1.6
Industrial machinery												
Construction (including road building)	144	48,748	18.0	47	17,883	17.3	5.2	6.7	.7	1.2	1.6	1.9
Machine tools	28	8,455	16.6	20	6,636	16.1	5.4	6.1	.8	1.0	1.7	1.1
Mining and quarrying	30	9,350	17.6	12	5,571	17.9	4.6	5.8	1.1	2.0	2.0	2.4
Oil well and oil refining	359	129,261	9.9	60	25,503	8.2	1.9	2.6	.6	.8	1.3	1.0
Power plant	19	3,913	22.0	6	1,081	20.4	6.5	7.2	1.3	1.4	1.7	2.3
Textile	15	3,871	24.6	5	1,982	26.9	9.1	10.7	1.0	.5	1.6	4.0
Used machinery and equipment	32	6,917	26.8	8	2,155	29.3	9.4	6.0	2.2	7.0	3.3	1.4
All other	60	14,448	25.3	20	4,642	30.2	12.0	6.4	1.7	1.7	3.7	4.7
Professional equipment and supplies												
Dental	76	16,303	29.0	36	8,108	28.4	9.0	10.9	1.3	.7	3.8	2.7
Surgical, medical and hospital	57	20,172	27.7	24	9,181	32.5	11.3	14.0	1.2	1.8	2.3	1.9
All other	69	23,711	25.0	33	8,424	25.7	10.0	6.9	1.5	1.8	2.5	3.0
Service equipment and supplies												
Barber and beauty parlor	93	21,753	32.5	50	11,001	36.3	11.8	14.5	2.2	1.6	3.6	2.6
Laundry	65	18,549	20.9	19	7,068	18.8	5.1	8.0	1.2	2.2	1.1	1.2
Upholsterers'	76	20,459	23.3	45	15,201	25.6	9.3	8.5	1.4	1.2	2.8	2.4
All other	89	21,323	22.4	33	8,373	28.4	9.0	12.8	1.5	1.4	2.3	1.4
Transportation equipment and supplies												
Aircraft and aeronautical	3	757	21.3	2	x	33.9	13.2	7.2	.7	1.3	2.6	8.9
Railroad	17	15,646	22.0	6	5,112	28.4	13.9	9.1	1.9	1.7	1.4	.4
Boats (including motor, sail and steam)	14	3,586	19.5	11	2,283	20.4	7.9	5.1	1.6	.8	2.4	2.6
All other	27	8,563	19.3	15	4,221	18.9	9.3	3.9	1.4	.8	1.3	2.2
METALS AND METAL WORK (EXCEPT SCRAP)												
Iron and steel (except structural)	175	73,237	18.9	105	40,911	18.5	6.4	4.5	1.8	2.3	2.3	1.2
Structural iron and steel	53	17,342	20.1	25	8,594	21.8	6.8	4.5	2.0	4.1	3.0	1.4
Wire, wire fence and wire rope	18	4,884	13.5	12	3,176	12.4	3.8	3.7	.4	2.4	1.3	.8
Copper	10	4,331	9.7	6	3,242	8.7	3.0	2.6	.6	.8	.8	.9
Sheet metal products	91	35,887	15.1	47	22,444	15.3	5.2	3.6	1.4	2.6	1.4	1.1
Other metals and metal work	50	83,864	4.7	24	17,301	12.8	3.6	4.1	1.2	1.3	1.1	1.5
PAPER AND ITS PRODUCTS												
Wrapping or coarse paper and products	656	250,368	17.3	440	171,146	17.2	5.3	6.0	1.4	1.6	1.6	1.3
$100,000 to 199,999	258	36,353	19.7	167	23,732	19.2	5.8	6.4	1.7	1.7	2.1	1.5
$200,000 to 299,999	150	36,412	17.6	102	24,745	17.9	5.7	6.0	1.6	1.4	1.7	1.5
$300,000 to 499,999	116	44,465	18.3	87	33,440	18.0	6.0	6.1	1.4	1.6	1.6	1.3
$500,000 to 999,999	88	59,329	17.4	53	35,435	18.2	5.8	6.2	1.6	1.5	1.6	1.5
$1,000,000 and over	44	73,809	15.3	31	53,794	14.9	4.3	5.6	1.1	1.6	1.4	.9
Fine or printing and writing paper	125	58,132	17.6	91	47,168	18.1	5.4	6.0	1.5	1.7	1.8	1.7
Stationery and stationery supplies	89	25,323	21.8	58	16,506	22.4	7.3	7.3	1.7	2.0	2.4	1.7
Wall paper	44	8,749	31.0	31	5,830	34.1	9.0	10.9	2.9	2.2	4.3	4.8
PETROLEUM AND ITS PRODUCTS	166	111,318	12.0	97	54,350	14.2	4.1	4.2	1.8	1.1	1.7	1.3

(continued)

UNITED STATES SUMMARY

TABLE 5--ANALYSIS OF OPERATING EXPENSES

FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

(Only those establishments with sales of more than $100,000 are included.)

Kind of Business	All establishments with sales of more than $100,000			Establishments analyzed								
						Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES												
Plumbing and heating (full line)	363	$110,926	18.6	206	$64,218	18.7	6.0	4.6	1.2	2.0	2.4	2.5
$100,000 to 199,999	157	22,671	19.8	96	13,560	20.7	6.8	4.4	1.8	1.7	3.0	3.0
$200,000 to 299,999	84	20,325	20.0	40	9,976	20.9	6.9	5.4	1.1	1.7	3.0	2.8
$300,000 to 499,999	77	29,423	19.1	44	16,963	18.4	6.0	5.0	1.1	1.8	2.2	2.3
$500,000 and over	45	38,507	16.9	26	23,719	16.8	5.3	4.0	1.0	2.4	1.9	2.2
Heating (including stoves and ranges)	65	19,038	21.8	38	9,958	21.9	6.9	5.8	1.6	2.3	3.3	2.0
Plumbing fixtures, equipment and supplies	255	63,063	19.0	145	38,247	19.9	6.5	4.8	1.6	2.2	2.3	2.5
All other	29	6,734	23.3	10	2,675	22.1	7.7	8.0	.3	2.7	1.4	2.0
TOBACCO AND ITS PRODUCTS (EXCEPT LEAF)	1,274	717,927	5.4	740	490,244	5.2	1.5	1.6	.5	.5	.5	.6
$100,000 to 199,999	344	49,603	6.6	126	19,163	7.4	1.9	2.2	.8	.3	1.3	.9
$200,000 to 299,999	271	66,790	5.4	135	33,463	6.4	1.8	2.0	.7	.3	.8	.8
$300,000 to 499,999	261	101,989	5.4	169	65,219	5.6	1.6	1.7	.6	.3	.7	.7
$500,000 to 999,999	250	170,813	5.0	195	133,442	5.3	1.4	1.6	.5	.5	.6	.7
$1,000,000 and over	148	328,732	5.5	115	238,957	4.7	1.4	1.5	.5	.5	.3	.5
WASTE MATERIALS												
Iron and steel scrap	249	139,220	10.7	102	47,521	13.6	3.6	1.6	3.3	2.4	1.9	.8
Junk and scrap (full line)	193	53,030	14.7	107	31,258	14.4	3.7	1.4	2.8	3.0	2.3	1.2
Waste paper, rags and rubber	267	100,478	15.3	144	61,159	15.9	4.3	2.1	2.8	3.5	2.0	1.2
Nonferrous metals	81	26,402	8.0	20	12,614	9.0	2.7	.9	1.7	1.6	1.1	1.0
ALL OTHER PRODUCTS												
Books, periodicals and newspapers	215	88,305	19.0	68	20,586	21.6	7.1	7.3	2.7	1.8	1.7	1.0
Flowers and nursery stock	77	15,532	19.3	45	8,725	18.8	6.1	5.7	1.5	1.0	2.7	1.8
Forest products (except lumber)	75	26,401	14.2	32	14,670	13.2	5.0	1.5	3.5	1.1	1.2	.9
Leather and leather goods	277	73,012	11.9	127	44,122	12.3	4.1	3.7	.9	.9	1.6	1.1
Oils and greases (animal and vegetable)	31	25,528	9.0	11	6,760	9.0	3.5	1.7	1.3	1.1	1.1	.3
Rubber (crude)	9	11,229	8.4	2	x	12.8	1.7	4.2	4.8	.5	.2	1.4
Textiles and materials other than dry goods	74	24,551	15.2	39	13,213	17.9	6.9	4.4	1.8	1.5	2.2	1.1
Yarns	62	34,055	8.0	33	22,381	8.0	3.3	2.0	.4	.3	1.2	.8
Miscellaneous kinds of business	70	22,614	18.8	42	14,899	18.9	6.1	7.3	1.8	1.0	1.3	1.4

TABLE 5--ANALYSIS OF OPERATING EXPENSES

FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

For Geographic Divisions and the 13 Cities of more than 500,000 Population.

(Only those establishments with sales of more than $100,000 are included.)

Kind of Business and Area	All establishments with sales of more than $100,000			Establishments analyzed								
						Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
AMUSEMENT AND SPORTING GOODS												
MOVING PICTURE FILMS												
UNITED STATES TOTAL	52	$34,118	12.3	34	$13,818	14.8	4.4	6.6	.7	1.2	1.1	.8
TOTAL, 13 CITIES	29	21,229	13.0	17	9,743	12.3	3.9	5.0	.5	1.0	.9	1.0
SPORTING GOODS (full line)												
UNITED STATES TOTAL	44	13,448	21.2	29	9,935	20.9	5.9	7.1	.9	2.1	2.3	2.6
Middle Atlantic	13	5,680	21.0	11	5,386	20.9	5.7	6.5	.9	2.5	2.1	3.2
TOTAL, 13 CITIES	23	8,351	21.0	17	7,270	20.5	5.8	6.5	1.0	2.1	2.3	2.8
TOYS, NOVELTIES AND FIREWORKS												
UNITED STATES TOTAL	62	16,676	20.1	32	8,153	22.0	7.1	7.0	1.5	1.7	2.6	2.1
Middle Atlantic	33	10,630	16.2	16	4,504	17.8	6.0	5.3	1.2	1.3	1.6	2.4
TOTAL, 13 CITIES	47	14,177	18.4	21	6,318	20.2	7.0	6.0	1.4	1.8	1.7	2.3
AUTOMOTIVE												
AUTOMOBILES AND OTHER MOTOR VEHICLES												
UNITED STATES TOTAL	307	352,295	8.5	163	206,966	9.0	2.3	3.5	.2	.6	1.5	.9
New England	25	29,987	8.7	12	16,256	9.2	2.6	3.0	.1	.8	1.8	.9
Middle Atlantic	55	63,401	10.0	32	30,957	9.3	2.9	3.2	.2	.5	1.7	.8
East North Central	74	107,537	8.1	43	76,291	8.8	1.9	3.8	.3	.8	1.3	.7
West North Central	45	36,823	8.5	23	20,105	8.8	2.1	3.2	.2	.4	1.5	1.4
South Atlantic	28	24,160	8.9	14	13,705	9.3	2.8	2.5	.3	.7	1.8	1.2
East South Central	9	4,635	8.0									
West South Central	21	15,931	9.1	13	10,722	9.0	2.8	3.1	.4	.1	1.7	.9
Mountain	14	9,020	9.2	12	7,663	8.8	2.9	2.3	.3	.6	1.9	.8
Pacific	36	60,801	7.1	14	31,267	9.1	2.4	4.3	.2	--	1.3	.9
TOTAL, 13 CITIES	83	178,282	8.6	47	107,568	9.0	2.2	4.1	.1	.6	1.3	.7
AUTOMOTIVE EQUIPMENT												
UNITED STATES TOTAL	863	206,917	24.3	514	122,407	25.2	7.8	8.4	1.3	2.3	3.0	2.4
New England	48	10,874	24.6	29	6,117	26.6	8.2	7.7	1.4	2.8	4.2	2.3
Middle Atlantic	152	40,589	24.0	96	23,035	25.2	8.3	7.7	1.5	2.0	3.1	2.6
East North Central	190	47,838	23.9	122	31,702	24.9	7.1	9.1	1.1	2.9	2.7	2.0
West North Central	142	34,327	23.7	73	19,556	24.6	8.2	8.2	1.0	2.5	2.4	2.3
South Atlantic	73	15,967	25.2	44	9,377	26.6	8.4	8.4	1.7	1.7	3.1	3.3
East South Central	32	5,981	27.3	13	2,612	26.3	8.3	9.1	1.2	2.0	3.5	2.2
West South Central	90	19,603	23.6	57	11,984	24.4	8.0	8.1	1.3	1.2	3.0	2.8
Mountain	40	9,199	22.7	21	5,103	23.9	7.2	7.8	2.2	1.6	3.0	2.1
Pacific	96	22,539	22.4	59	12,921	26.7	7.6	9.3	1.4	2.3	3.6	2.5
TOTAL, 13 CITIES	243	73,703	24.1	136	38,630	25.9	7.9	8.9	1.3	2.8	2.8	2.2
Chicago	50	16,157	23.2	32	10,872	24.2	7.6	9.6	1.3	2.1	2.1	1.5
Detroit	22	7,086	24.7	16	4,442	26.7	7.1	9.0	1.1	3.3	3.3	2.9
Los Angeles	25	6,872	25.8	18	4,319	27.5	7.3	9.7	1.3	2.6	3.4	3.2
New York	53	15,076	23.0	30	8,638	23.5	8.8	8.1	1.5	1.3	2.4	1.4
TIRES AND TUBES												
UNITED STATES TOTAL	102	40,027	13.8	76	18,969	21.1	6.1	7.0	1.9	1.3	2.8	2.0
Middle Atlantic	38	25,612	9.0	26	7,108	17.3	4.7	6.0	1.5	1.1	1.9	2.1
East North Central	20	4,401	21.1	15	3,061	23.4	8.3	8.0	1.4	.9	3.1	1.7
Pacific	11	2,513	27.5	10	2,342	27.7	7.2	9.1	2.0	1.9	5.7	1.8
TOTAL, 13 CITIES	55	15,113	18.9	41	10,473	21.1	6.4	7.1	1.7	1.1	3.0	1.8
New York	20	6,862	13.6	14	4,416	14.6	4.3	5.2	1.1	.8	1.7	1.5

Data for fewer than 10 establishments in any area are not shown but are included in the totals.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 5--ANALYSIS OF OPERATING EXPENSES

FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

For Geographic Divisions and the 13 Cities of more than 500,000 Population.

(Only those establishments with sales of more than $100,000 are included.)

Kind of Business and Area	All establishments with sales of more than $100,000			Establishments analyzed								
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
						Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
BEER, WINES AND LIQUORS												
BEER AND OTHER FERMENTED MALT LIQUORS												
UNITED STATES TOTAL	621	$140,058	13.8	351	$82,170	14.1	3.2	3.6	2.7	1.3	1.7	1.6
New England	71	16,632	14.4	42	10,787	13.6	2.8	3.5	2.5	1.0	1.4	2.4
Middle Atlantic	131	27,795	12.9	61	13,181	12.0	2.2	4.1	2.2	.6	1.6	1.3
East North Central	177	39,901	13.4	104	24,389	14.6	3.4	3.5	2.9	1.3	2.0	1.5
West North Central	74	16,287	13.8	42	9,869	14.2	3.0	3.7	2.6	1.5	1.6	1.8
South Atlantic	54	9,851	17.3	34	6,113	17.3	3.9	3.7	3.7	1.6	2.6	1.8
West South Central	32	6,304	14.8	18	3,877	12.4	2.7	3.6	1.8	1.1	1.7	1.5
Pacific	60	18,030	14.0	37	10,396	15.3	4.0	3.8	3.1	1.8	1.4	1.2
TOTAL, 13 CITIES	94	26,135	12.7	58	17,368	12.6	2.9	4.0	2.1	1.3	1.2	1.1
Chicago	21	6,546	11.8	15	5,053	12.6	4.0	3.1	1.8	1.7	1.1	.9
New York	18	5,117	11.9	11	3,188	12.4	2.9	5.4	1.3	.4	1.2	1.2
WINES AND LIQUORS												
UNITED STATES TOTAL	772	345,550	11.2	494	244,676	11.6	3.6	3.8	1.1	.8	1.1	1.2
New England	102	42,841	12.5	61	27,400	13.2	4.4	3.7	1.2	.9	1.3	1.7
Middle Atlantic	122	86,985	13.4	82	64,406	13.7	4.6	5.3	1.4	.6	.7	1.1
East North Central	180	67,258	9.2	107	42,789	9.8	2.5	3.5	.7	.8	1.3	1.0
West North Central	61	30,302	10.3	39	24,557	9.5	3.1	2.7	1.0	.7	.9	1.1
South Atlantic	76	37,266	9.8	55	27,624	10.1	3.3	2.8	.8	.9	1.1	1.2
East South Central	38	16,756	7.3	33	15,388	7.5	2.3	2.7	.8	.4	.8	.5
West South Central	58	18,714	10.2	38	14,051	10.0	3.5	2.5	.9	.9	.8	1.4
Mountain	24	6,481	13.7	14	4,559	13.6	4.6	3.0	.9	1.2	2.3	1.5
Pacific	111	38,947	12.2	65	23,902	13.9	3.6	4.2	1.3	1.4	1.8	1.6
TOTAL, 13 CITIES	291	160,775	11.6	177	104,631	12.5	4.0	4.3	1.0	.9	1.1	1.2
Baltimore	22	10,184	11.0	13	5,802	12.8	5.1	4.0	1.0	.7	.8	1.2
Boston	38	19,826	13.5	23	13,028	14.7	5.3	4.1	1.1	1.2	1.4	1.6
Chicago	65	28,605	9.8	36	20,367	9.6	2.5	3.3	.6	1.1	1.2	.9
Los Angeles	36	17,648	12.6	21	10,559	13.7	3.0	3.9	1.4	1.7	2.5	1.2
Milwaukee	20	7,715	11.6	15	5,039	13.3	3.3	4.7	.6	1.5	2.3	.9
New York	60	51,829	12.5	41	37,161	12.7	4.5	5.0	1.2	.5	.6	.9
San Francisco	29	10,040	12.1	17	6,532	14.7	4.6	5.1	.7	1.0	1.1	2.2
CHEMICALS AND PAINTS												
INDUSTRIAL CHEMICALS												
UNITED STATES TOTAL	97	61,612	12.3	55	38,456	12.2	4.9	3.7	1.0	1.0	.9	.7
Middle Atlantic	39	28,424	12.0	19	17,999	11.6	4.2	4.4	1.2	.6	.7	.5
West North Central	11	4,704	14.7	10	4,438	15.0	6.0	4.4	.8	1.7	1.3	.8
TOTAL, 13 CITIES	51	41,758	12.3	26	25,555	12.1	5.2	4.0	.9	.7	.8	.5
New York	23	22,012	11.8	10	15,096	10.6	4.0	4.3	.9	.3	.6	.5
PAINTS AND VARNISHES												
UNITED STATES TOTAL	180	45,157	21.9	90	22,629	22.0	6.9	6.6	1.7	2.0	2.6	2.2
Middle Atlantic	53	14,637	18.4	30	8,642	18.4	5.9	5.6	1.9	1.1	2.1	1.8
East North Central	46	10,663	25.8	21	4,310	28.4	7.2	9.0	2.2	3.9	3.9	2.2
West North Central	25	5,518	25.3	14	3,436	23.6	9.0	7.0	.8	2.1	2.8	1.9
TOTAL, 13 CITIES	73	20,919	20.7	35	10,988	20.3	6.1	6.4	1.8	2.1	2.1	1.8
New York	25	8,915	16.2	12	4,746	16.2	5.3	5.5	1.8	.7	1.3	1.6

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 5--ANALYSIS OF OPERATING EXPENSES

FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

For Geographic Divisions and the 13 Cities of more than 500,000 Population.

(Only those establishments with sales of more than $100,000 are included.)

Kind of Business and Area	All establishments with sales of more than $100,000			Establishments analyzed								
						Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
CLOTHING AND FURNISHINGS												
CLOTHING AND/OR FURNISHINGS (full line)												
UNITED STATES TOTAL	171	$50,027	14.0	108	$34,208	13.9	4.7	5.4	.7	.5	1.4	1.2
Middle Atlantic	77	25,031	13.6	47	16,575	12.9	4.0	4.9	.7	.5	1.4	1.4
East North Central	35	11,820	14.7	24	9,001	15.0	6.0	5.5	.8	.4	1.4	.9
TOTAL, 13 CITIES	124	39,574	13.9	73	23,034	13.2	4.4	4.8	.8	.5	1.4	1.3
New York	57	21,481	13.5	35	14,443	12.6	3.9	4.9	.7	.5	1.2	1.4
MEN'S AND BOYS'												
UNITED STATES TOTAL	278	88,559	13.2	173	55,095	13.1	4.5	4.8	.7	.8	1.3	1.0
New England	28	6,522	14.7	19	4,932	15.0	4.9	5.4	.6	1.6	1.6	.9
Middle Atlantic	141	54,527	11.7	84	31,629	11.2	3.8	4.4	.7	.5	1.2	.6
East North Central	38	9,692	16.6	18	5,057	14.8	6.2	4.2	.8	.7	1.0	1.9
West North Central	28	8,324	16.8	18	5,394	18.4	6.2	6.6	.8	1.5	2.0	1.3
Pacific	21	5,508	14.0	18	5,015	13.5	4.3	4.8	.5	.8	1.4	1.7
TOTAL, 13 CITIES	212	76,319	12.9	131	46,546	12.6	4.3	4.8	.7	.7	1.3	.8
Boston	23	5,667	14.9	15	4,189	15.2	4.8	5.5	.6	1.8	1.7	.8
New York	110	46,577	11.5	63	26,228	10.8	3.7	4.3	.7	.5	1.1	.5
Pittsburgh	13	4,784	11.1	11	2,789	11.1	2.5	4.6	.6	.6	1.5	1.3
WOMEN'S AND CHILDREN'S												
UNITED STATES TOTAL	487	201,213	13.3	305	142,541	13.1	4.4	4.5	.8	1.0	1.3	1.1
New England	22	5,386	10.3	16	3,896	11.2	3.7	4.2	.5	.8	1.1	.9
Middle Atlantic	307	145,970	13.5	180	105,305	13.3	4.1	4.7	.8	1.2	1.4	1.1
East North Central	55	20,862	13.8	33	11,965	13.2	5.1	4.4	.7	.7	1.2	1.1
West North Central	31	9,207	13.1	24	7,389	13.1	6.0	3.4	.8	.6	1.3	1.0
Pacific	36	9,176	11.8	30	8,662	11.4	4.5	4.0	.5	.3	1.3	.8
TOTAL, 13 CITIES	421	183,430	13.4	260	130,631	13.1	4.3	4.5	.8	1.1	1.3	1.1
Boston	21	5,196	10.3	15	3,706	11.3	3.8	4.1	.5	.8	1.1	1.0
Chicago	30	10,546	15.6	16	5,737	12.1	4.8	3.4	.9	.6	1.5	.9
Los Angeles	19	6,379	8.7	14	4,292	9.1	3.6	3.4	.2	.2	1.2	.5
New York	265	135,123	13.5	160	100,147	13.3	4.1	4.8	.8	1.2	1.3	1.1
Philadelphia	23	6,354	15.9	12	3,201	14.1	4.5	4.9	1.1	1.0	1.6	1.0
St. Louis	16	4,963	13.2	15	4,809	12.6	5.9	3.3	.8	.5	1.3	.8
FURS, DRESSED AND FUR CLOTHING												
UNITED STATES TOTAL	75	25,025	11.2	36	14,226	10.8	4.5	3.3	.5	.4	1.2	.9
Middle Atlantic	53	20,204	10.9	26	11,787	10.6	4.6	3.1	.5	.4	1.1	.9
TOTAL, 13 CITIES	73	24,788	11.1	36	14,226	10.8	4.5	3.3	.5	.4	1.2	.9
New York	52	20,039	10.9	26	11,787	10.6	4.6	3.1	.5	.4	1.1	.9
HOSIERY												
UNITED STATES TOTAL	78	29,111	10.7	42	15,595	11.3	3.8	4.3	.7	.5	1.1	.9
Middle Atlantic	49	21,413	10.0	29	12,499	11.2	3.9	4.0	.7	.5	1.2	.9
TOTAL, 13 CITIES	66	26,334	10.3	37	14,763	11.2	3.9	4.2	.6	.5	1.1	.9
New York	40	19,024	9.5	24	11,407	11.1	3.9	4.1	.7	.5	1.1	.8
(continued)												

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 5--ANALYSIS OF OPERATING EXPENSES

FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

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	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
						Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
CLOTHING AND FURNISHINGS (continued)												
MILLINERY AND MILLINERY SUPPLIES												
UNITED STATES TOTAL	95	$26,700	16.7	65	$21,025	16.5	5.3	6.3	.6	.7	1.9	1.7
Middle Atlantic	58	19,449	15.0	40	16,181	14.4	5.0	5.3	.5	.6	1.4	1.6
TOTAL, 13 CITIES	83	24,765	16.3	55	19,500	15.8	5.3	6.0	.6	.6	1.7	1.6
New York	54	18,307	14.9	37	15,225	14.1	4.9	5.2	.4	.6	1.4	1.6
SHOES AND OTHER FOOTWEAR												
UNITED STATES TOTAL	211	109,688	13.8	146	87,010	13.9	4.1	5.8	.8	.8	1.0	1.4
New England	40	18,763	12.8	23	12,227	11.8	3.5	4.4	.9	.8	1.1	1.1
Middle Atlantic	79	30,773	13.0	59	25,548	13.0	4.5	3.9	1.1	.9	1.3	1.3
East North Central	29	8,080	15.6	18	5,145	16.6	7.0	5.4	1.3	1.1	1.0	.8
West North Central	20	31,947	14.4	13	29,011	14.7	3.4	8.1	.3	.6	.8	1.5
South Atlantic	21	9,867	15.3	16	7,400	16.9	5.2	7.0	.8	1.2	1.0	1.7
TOTAL, 13 CITIES	150	85,187	13.2	105	69,594	13.4	3.8	5.7	.7	.7	1.1	1.4
Boston	35	16,151	11.9	22	12,021	11.7	3.4	4.4	.9	.8	1.1	1.1
New York	43	19,952	12.9	37	18,350	12.9	4.4	3.9	1.1	.8	1.4	1.3
Philadelphia	20	5,831	12.7	13	3,997	12.5	4.4	3.6	1.5	.8	1.1	1.1
St. Louis	15	31,196	14.5	10	28,446	14.7	3.3	8.1	.3	.6	.9	1.5
COAL AND COKE												
UNITED STATES TOTAL	197	191,263	11.8	49	92,105	10.1	2.0	1.7	1.2	1.8	2.3	1.1
Middle Atlantic	69	50,852	13.4	23	28,325	9.0	2.3	1.7	1.1	1.1	1.5	1.3
TOTAL, 13 CITIES	91	121,029	10.4	22	65,462	7.9	1.7	1.5	1.0	1.1	1.8	.8
DRUGS (full-line)												
UNITED STATES TOTAL	259	296,835	13.0	194	238,006	13.6	4.7	3.4	.7	2.0	1.0	1.8
New England	22	24,792	11.6	10	11,449	13.9	4.4	3.4	1.2	1.6	1.4	1.9
Middle Atlantic	33	41,991	11.7	22	34,229	11.9	3.9	2.7	1.1	2.0	1.0	1.2
East North Central	41	53,703	13.1	27	41,779	12.8	4.5	3.3	.6	2.2	.9	1.3
West North Central	28	43,494	12.6	24	38,858	14.1	5.0	3.9	.6	2.3	.9	1.4
South Atlantic	46	30,650	13.9	35	21,443	14.7	5.5	3.8	.8	2.1	1.3	1.2
East South Central	24	17,041	13.4	20	15,426	13.3	5.1	3.2	.5	1.6	1.1	1.8
West South Central	27	26,448	13.2	23	23,100	13.2	4.7	3.7	.4	1.8	1.0	1.6
Mountain	17	12,820	12.5	14	9,162	13.3	4.2	3.1	.7	2.1	1.1	2.1
Pacific	21	45,896	14.6	19	42,560	14.9	4.8	3.3	.7	2.1	1.0	3.0
TOTAL, 13 CITIES	46	98,790	12.0	33	77,624	13.2	4.2	3.0	.9	2.1	1.0	2.0
DRUGS AND DRUG SUNDRIES (specialty lines)												
DRUG SPECIALTIES												
UNITED STATES TOTAL	76	18,849	15.2	40	8,764	16.5	5.5	4.7	1.3	1.8	1.7	1.5
Middle Atlantic	32	8,037	11.4	13	2,322	15.3	5.8	3.3	1.5	2.3	1.4	1.0
East North Central	15	3,445	14.8	12	3,040	14.5	4.7	3.9	1.0	1.5	2.2	1.2
TOTAL, 13 CITIES	45	11,432	14.1	22	4,843	15.9	5.8	3.9	1.1	2.1	1.6	1.4
(continued)												

Data for fewer than 10 establishments in any area are not shown but are included in the totals.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 5--ANALYSIS OF OPERATING EXPENSES

FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

For Geographic Divisions and the 13 Cities of more than 500,000 Population.

(Only those establishments with sales of more than $100,000 are included.)

Kind of Business and Area	All establishments with sales of more than $100,000			Establishments analyzed		Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
DRUGS AND DRUG SUNDRIES (specialty lines) (continued)												
TOILET ARTICLES AND PREPARATIONS												
UNITED STATES TOTAL	73	$30,117	26.5	24	$10,026	28.1	9.3	12.4	3.1	1.2	1.5	.6
Middle Atlantic	53	17,770	28.1	20	9,159	28.0	9.5	12.3	3.1	1.0	1.5	.6
TOTAL, 13 CITIES	59	21,795	28.3	19	8,862	28.0	9.5	12.6	3.1	.7	1.4	.7
New York	43	15,775	29.0	19	8,862	28.0	9.5	12.6	3.1	.7	1.4	.7
Philadelphia	4	857	18.1									
DRY GOODS (full-line)												
UNITED STATES TOTAL	217	257,698	14.4	146	135,312	14.7	3.9	5.4	.6	1.2	1.6	2.0
Middle Atlantic	44	37,843	13.9	30	22,852	14.1	4.0	5.5	.8	.6	1.4	1.8
East North Central	19	70,220	15.2	14	34,442	15.9	3.5	5.2	.8	1.5	2.2	2.7
West North Central	20	60,209	14.3	14	15,453	17.0	4.0	6.8	.2	2.6	1.5	1.9
South Atlantic	51	30,368	14.6	32	16,717	14.7	4.3	5.7	.5	.6	1.1	2.5
East South Central	32	21,572	13.0	25	18,238	12.6	3.4	4.4	.5	1.3	1.9	1.1
West South Central	25	21,362	14.6	16	15,243	14.1	3.9	6.2	.6	.9	1.2	1.3
TOTAL, 13 CITIES	37	136,647	14.3	27	50,970	14.9	3.6	4.9	.7	1.1	1.9	2.7
DRY GOODS (specialty lines)												
NOTIONS												
UNITED STATES TOTAL	178	53,315	17.4	112	31,215	19.2	7.2	7.4	.9	.8	1.7	1.2
Middle Atlantic	151	47,831	17.7	90	26,572	19.8	7.5	7.6	.9	.8	1.8	1.2
East North Central	14	2,750	14.2	11	2,338	14.0	5.3	5.1	1.1	.5	1.3	.7
TOTAL, 13 CITIES	169	51,565	17.3	108	30,640	19.3	7.2	7.4	.9	.8	1.8	1.2
New York	140	45,262	17.5	86	25,735	20.1	7.6	7.7	.9	.8	1.8	1.3
PIECE GOODS												
UNITED STATES TOTAL	505	226,805	10.4	309	139,871	10.6	3.8	3.4	.6	.5	1.1	1.2
New England	23	7,084	9.2	12	4,555	8.7	2.8	2.7	.6	.3	.8	1.5
Middle Atlantic	380	185,666	10.1	234	117,078	10.0	3.6	3.2	.5	.4	1.1	1.2
East North Central	36	13,807	11.1	20	5,725	16.4	5.3	5.5	1.1	.8	1.5	2.2
Pacific	48	14,869	13.0	33	8,752	14.2	5.1	4.2	1.1	.6	1.5	1.7
TOTAL, 13 CITIES	474	219,461	10.4	291	135,674	10.5	3.7	3.4	.6	.5	1.1	1.2
Chicago	25	8,961	11.5	14	4,085	16.8	5.5	5.3	1.0	1.0	1.5	2.5
Los Angeles	27	10,548	11.8	19	6,821	12.2	4.1	3.5	1.2	.4	1.4	1.6
New York	357	178,082	9.9	220	113,843	9.9	3.5	3.2	.5	.5	1.1	1.1
Philadelphia	17	6,162	15.5	10	2,328	13.8	4.3	4.6	.9	.1	1.4	2.5
ELECTRICAL GOODS												
ELECTRICAL, EXCEPT APPLIANCES												
UNITED STATES TOTAL	614	244,493	15.7	421	187,773	14.6	4.7	4.9	.7	1.7	1.6	1.0
New England	44	17,411	16.0	33	14,891	15.5	4.7	5.4	.5	1.8	2.4	.7
Middle Atlantic	146	61,823	16.5	91	45,845	15.2	4.8	5.0	.9	1.8	1.8	.9
East North Central	139	58,586	15.9	91	43,690	14.9	4.7	4.8	.7	1.9	1.7	1.1
West North Central	60	23,997	15.8	41	18,965	15.1	5.0	5.1	.6	2.0	1.5	.9
(continued)												

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 5--ANALYSIS OF OPERATING EXPENSES

FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

For Geographic Divisions and the 13 Cities of more than 500,000 Population.

(Only those establishments with sales of more than $100,000 are included.)

Kind of Business and Area	All establishments with sales of more than $100,000			Establishments analyzed								
						Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
ELECTRICAL GOODS (continued)												
ELECTRICAL, EXCEPT APPLIANCES (continued)												
South Atlantic	73	$26,034	13.9	52	$19,557	12.5	4.0	4.4	.4	1.5	1.2	1.0
East South Central	25	6,348	13.0	16	4,924	11.6	2.6	4.4	.5	1.8	1.4	.9
West South Central	40	11,572	15.9	33	9,977	15.2	5.2	5.2	.5	1.5	1.8	1.0
Mountain	15	6,015	14.1	13	5,702	13.4	4.4	5.3	.3	1.3	1.1	1.0
Pacific	72	32,707	15.6	51	24,222	14.4	5.1	4.8	.5	1.4	1.3	1.3
TOTAL, 13 CITIES	222	120,415	16.4	138	88,543	15.7	5.2	5.1	.8	1.9	1.7	1.0
Boston	12	8,107	18.9	11	7,834	17.8	5.2	6.4	.6	2.0	2.8	.8
Chicago	31	15,777	17.2	16	11,873	16.3	5.6	4.4	1.2	2.1	1.6	1.4
Detroit	13	10,194	16.2	10	8,482	13.8	4.0	4.8	.4	1.9	1.6	1.1
Los Angeles	18	12,749	14.7	12	8,282	12.5	5.0	4.3	.3	1.2	.9	.8
New York	68	27,771	17.7	36	18,412	16.3	5.5	4.5	1.2	1.9	2.1	1.1
RADIOS, REFRIGERATORS AND APPLIANCES												
UNITED STATES TOTAL	427	264,854	18.0	250	187,545	18.6	4.6	9.4	.8	.9	1.3	1.6
New England	28	11,514	19.1	17	8,451	17.7	4.9	8.5	1.0	.5	1.5	1.3
Middle Atlantic	92	96,390	18.5	53	72,710	19.9	4.9	10.6	.8	.9	1.1	1.6
East North Central	99	60,261	18.8	53	43,890	18.9	3.7	10.5	.8	1.4	1.3	1.2
West North Central	51	22,473	18.9	30	14,900	18.1	5.0	8.4	.6	.8	1.7	1.6
South Atlantic	44	22,146	16.7	22	11,867	16.5	4.8	6.1	.8	.6	1.5	2.7
East South Central	15	5,839	18.2	11	4,486	19.8	4.8	7.8	.9	.9	2.1	3.3
West South Central	35	15,059	16.1	31	12,816	16.3	4.8	7.2	.6	1.1	1.1	1.5
Mountain	15	4,679	18.8									
Pacific	48	26,493	14.9	33	18,425	16.1	4.6	7.0	.9	.8	1.4	1.4
TOTAL, 13 CITIES	151	141,781	18.1	88	99,463	18.8	4.6	9.8	.8	.9	1.2	1.5
Chicago	18	15,861	18.1	11	10,282	17.7	4.4	7.4	1.6	2.0	1.1	1.2
New York	34	25,781	22.7	21	21,231	22.6	7.6	8.8	1.4	1.2	1.8	1.8
San Francisco	12	7,469	15.6	10	6,920	15.5	4.4	6.1	1.3	.8	1.5	1.4
FARM PRODUCTS - RAW MATERIALS												
COTTON												
UNITED STATES TOTAL	120	186,934	5.1	42	89,463	5.9	1.2	.8	1.9	.7	.3	1.0
South Atlantic	42	44,569	5.6	10	11,433	5.0	1.3	.8	1.4	.7	.2	.6
East South Central	43	73,158	5.0	19	41,949	6.1	1.4	.7	1.8	.9	.4	.9
TOTAL, 13 CITIES	11	23,920	4.0	5	9,780	3.8	1.3	.6	.8	.7	.2	.2
GRAIN												
UNITED STATES TOTAL	298	424,950	5.8	105	147,413	5.9	1.7	.7	.4	1.4	1.1	.6
Middle Atlantic	20	22,335	6.6	10	8,512	7.7	2.0	1.0	1.2	1.3	.8	1.4
East North Central	71	98,690	5.6	20	40,121	5.6	1.6	.8	.3	1.5	1.1	.3
West North Central	93	217,132	5.3	31	70,537	5.6	1.8	.4	.2	1.5	1.3	.4
West South Central	22	17,504	5.6	10	6,429	7.0	1.2	1.2	2.1	.6	.8	1.1
Pacific	42	41,649	7.8	14	10,897	6.0	1.5	.7	.4	1.3	.8	1.3
TOTAL, 13 CITIES	38	86,001	5.6	16	26,646	6.4	2.4	.6	.3	1.1	1.2	.8
HIDES, SKINS AND FURS (raw)												
UNITED STATES TOTAL	298	137,566	7.7	163	91,140	7.1	2.6	1.4	.4	1.0	.8	.9
Middle Atlantic	175	69,322	7.8	96	46,661	7.7	3.0	1.8	.2	.6	1.0	1.1
East North Central	30	29,224	4.6	22	27,492	4.3	1.5	.7	.2	1.2	.4	.3
West North Central	31	9,377	12.2	13	4,547	13.0	4.7	2.3	.9	3.1	1.2	.8
TOTAL, 13 CITIES	209	107,635	7.3	113	72,037	6.8	2.6	1.5	.2	.9	.8	.8

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TABLE 5--ANALYSIS OF OPERATING EXPENSES

FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

For Geographic Divisions and the 13 Cities of more than 500,000 Population.

(Only those establishments with sales of more than $100,000 are included.)

Kind of Business and Area	All establishments with sales of more than $100,000			Establishments analyzed								
						Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
FARM PRODUCTS - RAW MATERIALS (continued)												
TOBACCO (leaf)												
UNITED STATES TOTAL	68	$43,721	14.8	21	$12,497	15.3	5.5	1.8	.8	3.8	1.0	2.4
TOTAL, 13 CITIES	19	8,531	19.5	9	4,484	20.1	7.7	3.0	1.1	3.8	1.2	3.3
WOOL AND MOHAIR												
UNITED STATES TOTAL	92	147,871	5.9	61	98,717	5.7	1.9	1.4	.5	.7	.4	.8
New England	41	105,054	6.0	30	66,223	5.6	1.9	1.6	.4	.6	.3	.8
Middle Atlantic	15	20,023	5.6	10	16,243	5.7	1.8	1.3	.5	.6	.6	.9
TOTAL, 13 CITIES	56	118,461	4.9	42	85,385	5.5	1.9	1.5	.4	.7	.4	.6
Boston	35	96,297	4.7	27	62,860	5.2	1.8	1.6	.3	.6	.3	.6
Philadelphia	15	20,323	5.5	10	16,243	5.7	1.8	1.3	.5	.6	.6	.9
FARM PRODUCTS - CONSUMER GOODS												
DAIRY PRODUCTS												
UNITED STATES TOTAL	681	342,901	15.9	309	186,053	15.2	2.7	3.2	3.8	1.6	2.4	1.5
New England	29	10,917	20.9	15	6,486	22.3	3.3	3.9	6.5	3.2	3.6	1.8
Middle Atlantic	221	138,774	15.1	120	94,374	12.6	2.6	2.2	3.6	1.2	1.8	1.2
East North Central	206	104,865	14.5	74	44,892	14.8	2.7	4.0	2.4	1.9	2.2	1.6
West North Central	60	32,284	9.9	20	10,882	9.0	1.2	2.2	2.1	1.5	1.7	.3
South Atlantic	26	7,515	27.0	18	5,545	27.8	4.7	6.0	4.8	3.1	6.7	2.5
West South Central	31	8,311	23.1	10	3,426	27.4	3.1	6.3	11.1	1.7	3.4	1.8
Pacific	75	30,766	22.9	38	15,922	25.2	3.5	4.9	7.3	2.2	3.2	4.1
TOTAL, 13 CITIES	227	164,674	15.2	131	104,473	13.1	2.7	2.9	3.0	1.4	1.6	1.5
Chicago	38	29,926	14.3	19	13,683	11.7	3.3	3.5	1.9	1.2	1.0	.8
New York	114	69,519	13.0	72	69,968	11.1	2.4	1.9	3.3	1.2	1.3	1.0
POULTRY AND POULTRY PRODUCTS												
UNITED STATES TOTAL	488	189,331	7.2	249	113,751	7.3	1.9	1.4	.9	1.1	1.0	1.0
Middle Atlantic	169	74,746	6.6	72	46,599	6.9	2.0	1.6	.7	.8	.8	1.0
East North Central	125	46,607	6.0	71	30,783	6.2	1.7	1.1	1.0	.8	1.0	.6
West North Central	68	28,386	9.0	31	9,596	9.2	2.0	1.5	1.5	1.8	1.2	1.2
South Atlantic	21	4,862	8.4	11	2,648	9.1	1.8	2.9	1.2	.5	1.8	.9
East South Central	21	5,079	8.9	13	3,313	8.8	2.4	1.5	1.4	2.0	1.1	.4
West South Central	19	3,906	7.2	11	2,046	8.5	2.8	1.7	.6	1.2	1.2	1.0
Pacific	42	17,364	9.7	30	12,942	9.3	1.6	1.2	.8	2.2	1.3	2.2
TOTAL, 13 CITIES	282	124,793	6.5	147	84,617	6.9	2.0	1.3	.7	1.0	.8	1.1
Chicago	41	20,160	4.7	24	13,335	5.2	1.9	1.1	.5	.4	.6	.7
Detroit	22	6,123	7.1	13	3,757	7.3	1.8	1.2	1.1	.9	1.4	.9
Los Angeles	17	9,547	9.0	13	8,165	9.5	1.8	1.3	.8	2.6	1.0	2.0
New York	130	58,395	6.7	56	36,537	6.9	2.1	1.5	.6	.7	.7	1.3
St. Louis	21	5,803	7.2	11	3,554	9.5	2.2	1.0	1.1	2.5	1.6	1.1

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 5--ANALYSIS OF OPERATING EXPENSES

FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

For Geographic Divisions and the 13 Cities of more than 500,000 Population.

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						Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
FARM PRODUCTS - CONSUMER GOODS (continued)												
DAIRY AND POULTRY PRODUCTS												
UNITED STATES TOTAL	473	$277,709	7.8	312	$206,500	8.0	2.0	1.8	1.3	1.0	1.0	.9
New England	40	29,732	7.2	34	24,300	7.9	1.8	2.1	.7	.7	1.2	1.4
Middle Atlantic	208	127,045	7.4	140	89,184	7.2	2.2	1.5	1.0	.8	.8	9
East North Central	100	60,789	5.6	64	49,165	5.9	1.9	1.1	.8	.9	.8	.4
West North Central	40	9,852	8.2	17	5,157	8.8	1.5	1.4	.6	2.8	1.8	.7
South Atlantic	21	11,525	11.5	14	8,982	11.9	2.0	4.0	1.0	2.8	1.4	.7
West South Central	17	4,918	11.3	13	4,305	11.7	2.7	3.8	.6	1.3	2.4	.9
Pacific	39	28,009	11.9	27	24,172	11.7	1.3	2.3	4.5	1.1	1.7	.8
TOTAL, 13 CITIES	262	196,359	6.9	182	152,272	7.0	2.0	1.5	1.2	.7	.8	.8
Boston	22	20,936	6.2	18	15,900	6.9	1.8	1.7	.5	.5	.9	1.5
Chicago	37	39,363	4.6	27	33,827	5.1	2.0	1.1	.4	.6	.5	.5
New York	118	89,226	7.1	80	65,974	6.5	2.2	1.2	.9	.7	.7	.8
Philadelphia	24	9,229	7.5	16	7,416	6.5	1.5	1.8	.7	.9	.9	.7
FRUITS AND VEGETABLES (fresh)												
UNITED STATES TOTAL	2,140	786,588	10.0	1,379	523,277	11.0	2.6	2.2	2.3	1.4	1.4	1.1
New England	183	66,328	10.4	107	39,740	11.0	2.7	1.9	2.3	1.4	1.5	1.2
Middle Atlantic	617	253,209	8.7	371	144,787	10.5	2.4	2.1	2.7	.9	1.3	1.1
East North Central	435	160,594	9.6	267	110,210	10.1	2.4	1.8	2.5	1.3	1.1	1.0
West North Central	233	92,809	9.9	160	70,947	9.9	2.6	2.2	1.5	1.6	1.3	.7
South Atlantic	179	51,607	12.0	104	31,788	13.1	3.5	2.5	2.6	1.8	1.6	1.1
East South Central	62	20,005	11.4	44	14,312	13.2	2.7	2.4	3.6	1.9	1.3	1.3
West South Central	108	37,096	12.1	74	25,670	12.2	3.0	2.7	1.8	1.8	1.3	1.6
Mountain	77	20,523	12.0	54	13,973	13.0	2.8	2.7	2.7	2.2	1.4	1.2
Pacific	246	84,417	11.7	198	71,850	12.0	2.7	2.8	1.7	1.7	2.0	1.1
TOTAL, 13 CITIES	848	375,418	8.6	537	232,692	10.0	2.5	1.9	2.1	1.2	1.4	.9
Boston	56	28,026	8.9	43	17,190	10.3	2.7	1.8	1.2	1.7	1.6	1.3
Chicago	110	56,292	8.7	68	41,667	8.9	2.4	1.5	1.8	1.3	1.0	.9
Cleveland	34	12,729	9.2	26	10,184	10.5	2.0	1.2	4.1	1.5	1.0	.7
Detroit	36	15,852	8.3	22	9,485	10.5	1.7	1.1	4.3	1.6	1.1	.7
Los Angeles	76	25,914	11.5	64	23,061	10.9	2.4	2.2	1.6	1.0	2.5	1.2
Milwaukee	21	6,410	9.0	14	4,511	7.0	2.7	1.6	1.2	.4	.8	.3
New York	281	122,259	9.3	159	71,497	11.2	2.5	2.1	3.0	1.2	1.4	1.0
Philadelphia	58	22,809	7.2	41	15,216	7.9	2.8	1.9	1.2	1.0	.8	.2
Pittsburgh	42	34,584	4.6	13	5,587	8.2	1.5	1.7	1.1	1.0	2.0	.9
St. Louis	50	19,804	7.3	38	14,896	7.4	2.7	1.3	.7	1.0	1.2	.5
San Francisco	36	16,969	11.7	29	13,077	13.5	3.3	3.4	1.8	2.0	2.2	.8
FARM SUPPLIES												
FEED												
UNITED STATES TOTAL	363	114,047	8.8	123	34,809	10.9	3.1	2.0	1.6	1.4	1.4	1.4
Middle Atlantic	54	23,255	7.8	13	3,653	14.2	3.9	2.2	3.5	1.9	1.9	.8
East North Central	58	19,680	9.4	25	6,874	12.0	3.0	1.8	1.9	1.3	1.7	2.3
West North Central	61	14,496	8.7	16	3,973	10.6	2.3	3.3	1.9	.9	1.2	1.0
South Atlantic	56	14,187	9.9	22	7,284	11.9	4.2	2.3	1.3	1.0	1.5	1.6
West South Central	47	11,838	6.9	22	4,612	7.7	2.0	1.2	.9	1.5	1.3	.8
Pacific	42	17,792	9.8	10	4,076	9.3	2.8	1.6	.9	1.0	1.1	1.9
TOTAL, 13 CITIES	30	15,347	8.2	9	2,873	12.4	4.7	2.1	2.6	.8	1.2	1.0
SEEDS												
UNITED STATES TOTAL	189	81,727	18.5	109	51,187	20.8	5.3	5.2	2.2	3.2	3.1	1.8
Middle Atlantic	24	7,230	24.2	16	4,883	28.5	7.1	9.1	3.3	5.1	1.8	2.1
East North Central	36	18,641	24.2	23	15,477	24.6	6.5	7.4	2.1	3.4	2.7	2.5
West North Central	50	30,396	16.0	26	17,730	17.6	4.2	3.4	2.5	2.3	4.1	1.1
South Atlantic	20	5,994	12.9	12	4,404	13.9	4.2	3.0	.7	3.1	1.3	1.6
TOTAL, 13 CITIES	44	24,501	22.2	29	18,929	22.5	5.9	6.6	2.2	3.0	2.5	2.3

Data for fewer than 10 establishments in any area are not shown but are included in the totals.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 5--ANALYSIS OF OPERATING EXPENSES

FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

For Geographic Divisions and the 13 Cities of more than 500,000 Population.

(Only those establishments with sales of more than $100,000 are included.)

Kind of Business and Area	All establishments with sales of more than $100,000			Establishments analyzed								
						Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
FURNITURE AND HOUSE FURNISHINGS												
CHINA, GLASSWARE AND CROCKERY												
UNITED STATES TOTAL	52	$14,046	22.9	32	$9,397	22.0	7.5	8.5	1.4	1.7	2.2	.7
Middle Atlantic	21	4,484	22.7	13	2,988	21.8	7.7	7.9	1.6	1.6	2.5	.5
TOTAL, 13 CITIES	36	9,976	21.5	19	5,805	19.2	6.8	8.2	.9	1.1	1.8	.4
New York	17	3,882	22.1	12	2,848	21.3	7.6	7.7	1.4	1.6	2.5	.5
FLOOR COVERINGS												
UNITED STATES TOTAL	152	76,120	12.9	93	50,251	13.3	4.7	4.1	.8	.9	1.5	1.3
New England	14	4,889	13.9	10	3,953	13.2	4.3	3.4	1.1	.7	1.7	2.0
Middle Atlantic	67	30,540	12.4	45	24,025	12.6	4.6	3.5	1.1	.9	1.4	1.1
East North Central	24	13,132	11.4	13	7,176	11.8	4.0	4.1	.6	.7	1.3	1.1
TOTAL, 13 CITIES	91	53,047	13.0	62	39,337	13.9	5.1	4.2	.9	.9	1.5	1.3
New York	41	21,022	12.4	25	15,414	12.8	4.7	3.6	1.3	.6	1.5	1.1
Philadelphia	11	4,333	12.9	11	4,668	13.3	4.5	4.1	1.0	1.6	1.1	1.0
FURNITURE (household and office)												
UNITED STATES TOTAL	94	27,955	19.5	62	18,391	20.7	6.5	6.5	1.2	1.9	2.8	1.8
Middle Atlantic	35	8,970	20.5	20	5,764	21.8	6.4	7.6	1.5	2.0	3.1	1.2
TOTAL, 13 CITIES	54	13,538	20.7	33	9,269	21.1	6.1	7.2	1.5	1.8	3.1	1.4
New York	25	7,498	21.5	15	5,005	22.4	6.4	8.2	1.5	2.1	3.0	1.2
MUSICAL INSTRUMENTS AND SHEET MUSIC												
UNITED STATES TOTAL	35	10,966	29.4	18	6,811	28.7	10.6	9.2	1.4	2.1	2.9	2.5
TOTAL, 13 CITIES	26	7,006	28.6	13	4,053	29.3	11.9	7.5	1.2	3.1	3.5	2.1
GENERAL MERCHANDISE												
UNITED STATES TOTAL	119	122,461	15.8	89	111,280	16.1	4.6	5.4	.7	2.3	1.7	1.4
Middle Atlantic	19	13,159	18.8	14	12,244	18.7	5.3	6.5	1.2	2.4	1.7	1.6
East North Central	23	24,206	17.4	18	23,097	17.3	4.8	6.0	.8	2.6	1.7	1.4
West North Central	10	23,329	16.1	10	23,329	16.1	4.3	5.9	.5	2.3	1.7	1.4
East South Central	14	13,125	10.2	11	12,386	10.4	3.6	3.0	.6	1.4	.9	.9
Pacific	13	12,164	18.0	10	9,740	18.8	5.3	5.4	.5	3.1	2.2	2.3
TOTAL, 13 CITIES	36	55,891	17.0	25	52,349	17.0	4.7	5.8	.5	2.7	1.7	1.6
GROCERIES (full-line)												
UNITED STATES TOTAL	2,885	1,685,807	9.2	1,857	1,260,377	9.3	2.4	2.5	1.1	1.3	1.0	1.0
New England	131	76,143	12.1	101	55,011	11.0	3.0	2.8	1.5	1.4	1.1	1.2
Middle Atlantic	296	271,575	10.1	213	211,228	9.9	2.4	2.8	1.6	1.4	.8	.9
East North Central	439	304,482	10.5	263	232,288	10.9	3.0	3.1	1.2	1.6	1.2	.8
West North Central	316	217,398	9.9	200	149,731	10.2	2.9	3.0	.8	1.5	1.0	1.0
South Atlantic	529	208,709	8.1	330	148,350	8.3	2.3	1.9	1.1	1.0	.9	1.1
East South Central	361	154,834	8.1	236	116,625	8.2	2.2	1.9	1.0	1.0	1.0	1.1
West South Central	547	246,732	8.2	323	168,872	8.0	1.9	2.0	1.1	1.1	.9	1.0

(continued)

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 5--ANALYSIS OF OPERATING EXPENSES

FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

For Geographic Divisions and the 13 Cities of more than 500,000 Population.

(Only those establishments with sales of more than $100,000 are included.)

Kind of Business and Area	All establishments with sales of more than $100,000			Establishments analyzed								
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
						Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
GROCERIES (full-line) (continued)												
Mountain	135	$77,379	8.7	83	$51,361	8.2	2.1	2.2	.7	1.2	.9	1.1
Pacific	131	128,555	8.5	108	126,911	8.1	2.1	2.3	.8	1.3	.7	.9
TOTAL, 13 CITIES	277	363,994	11.2	210	302,566	11.1	2.9	3.5	1.5	1.5	.9	.8
Boston	17	24,591	14.3	13	10,096	9.9	2.6	2.3	1.5	1.5	1.1	.9
Chicago	36	62,733	14.3	27	53,320	15.4	4.3	5.4	1.6	1.7	1.5	.9
Cleveland	13	14,065	14.4	11	13,337	15.0	4.0	3.7	2.2	2.5	1.0	1.6
Detroit	24	14,962	7.1	16	11,865	7.5	1.8	1.9	1.1	1.0	.8	.9
Los Angeles	30	38,604	7.5	23	37,396	7.7	2.0	2.3	.8	1.3	.6	.7
Milwaukee	12	11,085	11.0	10	10,735	11.1	3.3	3.2	1.2	1.8	1.0	.6
New York	55	120,872	11.1	40	102,638	10.5	2.4	3.3	1.9	1.5	.7	.7
Philadelphia	26	19,135	9.2	21	11,896	11.2	2.7	2.7	1.6	1.6	1.1	1.5
Pittsburgh	14	12,472	9.3	13	12,139	9.1	2.1	2.1	1.7	1.4	.9	.9
St. Louis	16	13,889	13.1	10	12,120	13.3	4.1	4.5	1.1	1.8	1.1	.7
GROCERIES AND FOODS (specialty lines)												
CANNED GOODS												
UNITED STATES TOTAL	107	57,076	12.5	53	30,507	13.6	3.9	4.1	1.7	1.6	1.1	1.2
Middle Atlantic	39	22,075	12.3	11	6,370	14.8	4.6	4.4	2.4	1.2	1.2	1.0
East North Central	23	9,100	11,9	13	5,816	11.2	4.4	2.7	.8	1.3	1.3	.7
Pacific	18	13,291	13.6	11	9,219	15.3	4.0	5.6	1.2	1.9	.8	1.8
TOTAL, 13 CITIES	50	29,029	12.2	13	8,405	14.2	4.5	4.1	2.3	1.2	1.2	.9
COFFEE, TEA AND SPICES												
UNITED STATES TOTAL	208	86,896	22.0	138	54,946	25.6	5.8	10.2	2.7	2.9	2.4	1.6
New England	14	6,387	17.4	10	2,306	23.9	3.3	8.0	1.9	2.9	4.7	3.1
Middle Atlantic	47	19,730	19.3	33	10,676	24.6	5.8	8.3	2.8	3.4	1.9	2.4
East North Central	28	11,420	23.0	22	10,238	23.4	5.2	9.1	2.8	2.5	2.7	1.1
West North Central	24	13,377	26.6	15	10,681	23.8	4.8	10.7	2.7	1.8	1.9	1.9
West South Central	26	5,874	23.9	12	2,797	30.1	6.7	13.7	2.5	3.3	2.4	1.5
Pacific	34	17,481	25.1	26	12,226	32.1	7.7	13.4	2.7	3.9	3.0	1.4
TOTAL, 13 CITIES	93	48,489	21.5	63	30,028	27.0	6.4	10.2	2.5	3.1	3.1	1.7
Boston	13	6,279	17.0	10	2,306	23.9	3.3	8.0	1.9	2.9	4.7	3.1
New York	25	15,971	17.5	16	7,705	23.6	5.9	7.5	2.9	3.3	1.8	2.2
CONFECTIONERY												
UNITED STATES TOTAL	278	57,011	11.4	152	32,282	12.0	3.2	3.8	1.5	.9	1.3	1.3
New England	29	5,438	12.7	17	2,821	14.0	4.1	4.0	1.9	.9	1.4	1.7
Middle Atlantic	94	20,013	12.1	55	12,475	12.4	3.3	4.1	1.5	.8	1.4	1.3
East North Central	51	9,263	11.6	36	7,075	12.0	3.6	3.4	1.3	1.4	1.2	1.1
South Atlantic	39	7,868	12.6	20	4,126	12.8	2.7	4.2	1.5	1.3	1.6	1.5
TOTAL, 13 CITIES	79	19,361	10.3	47	11,424	10.7	3.2	3.3	1.1	1.1	1.1	.9
New York	34	7,249	10.6	23	5,759	8.9	2.4	2.8	1.1	.5	.9	1.2
FISH AND SEA FOODS												
UNITED STATES TOTAL	319	85,649	18.4	211	60,254	19.2	4.5	3.5	3.6	3.1	2.1	2.4
New England	54	17,064	19.0	38	11,903	20.3	4.6	3.4	3.2	3.2	2.2	3.7
Middle Atlantic	104	30,069	16.4	71	22,521	16.5	4.3	2.9	3.5	2.0	1.9	1.9
East North Central	49	13,419	21.1	32	10,497	22.2	5.1	5.9	3.8	3.0	2.4	2.0
West North Central	23	5,312	21.0	17	3,552	18.3	5.1	3.9	2.6	4.1	2.0	.6
Pacific	41	10,515	19.1	30	7,670	21.1	4.2	1.8	4.3	5.9	1.7	3.2
TOTAL, 13 CITIES	211	62,422	18.0	135	44,923	18.8	4.5	3.3	3.4	3.1	1.9	2.6
Boston	37	13,137	18.4	27	9,731	19.5	4.5	2.5	3.1	3.7	1.8	3.9
Chicago	24	9,037	19.8	18	7,719	20.6	4.6	5.8	3.5	2.6	1.9	2.2
New York	70	23,642	16.3	49	17,624	16.5	4.3	2.8	3.5	2.1	1.5	2.3
Philadelphia	21	4,074	13.1	13	3,077	11.7	5.1	3.4	1.2	.2	1.6	.2
(continued)												

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 5--ANALYSIS OF OPERATING EXPENSES

FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

For Geographic Divisions and the 13 Cities of more than 500,000 Population.

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Kind of Business and Area	All establishments with sales of more than $100,000			Establishments analyzed								
						Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
GROCERIES AND FOODS (specialty lines) (continued)												
FLOUR												
UNITED STATES TOTAL	197	$65,235	9.1	94	$37,784	9.4	2.6	2.3	1.1	1.1	1.0	1.3
Middle Atlantic	62	19,582	9.3	28	9,407	10.5	2.8	2.4	1.9	.8	.7	1.9
East North Central	45	12,186	9.8	19	7,240	9.9	2.8	1.7	1.4	1.7	1.2	1.1
West North Central	26	10,335	7.3	17	8,495	6.6	1.9	1.6	.5	.9	1.2	.5
TOTAL, 13 CITIES	74	27,680	8.9	37	16,383	9.3	2.6	2.1	1.2	1.2	.8	1.4
MEATS AND MEAT PRODUCTS												
UNITED STATES TOTAL	959	386,574	10.2	643	278,714	11.3	2.8	2.3	1.3	1.4	1.6	1.9
New England	139	63,053	9.0	92	45,602	10.1	2.7	2.2	1.0	1.2	1.3	1.7
Middle Atlantic	323	145,816	9.3	223	110,597	10.7	2.7	2.0	1.1	1.0	1.4	2.5
East North Central	215	89,768	11.3	144	62,850	12.1	3.0	2.7	1.4	1.9	2.0	1.1
West North Central	38	11,628	12.6	27	9,022	12.8	3.1	2.6	1.9	1.4	1.8	2.0
South Atlantic	81	31,121	10.4	47	18,744	11.6	2.5	3.1	1.7	1.3	1.7	1.3
East South Central	15	4,640	8.8	10	3,167	9.7	2.0	2.1	1.0	1.0	1.9	1.7
West South Central	30	8,501	12.2	18	5,256	12.4	2.9	2.9	1.6	1.6	1.9	1.5
Mountain	15	3,600	13.1	6	23,476	13.6	3.0	2.5	1.6	2.1	2.4	2.0
Pacific	103	28,447	12.6	76								
TOTAL, 13 CITIES	514	242,136	10.2	354	179,390	11.6	2.9	2.4	1.2	1.4	1.5	2.2
Boston	62	28,966	10.5	43	22,703	11.8	3.2	2.5	1.2	1.4	1.3	2.2
Chicago	75	43,697	10.9	47	27,925	12.4	3.3	3.0	1.7	1.6	1.6	1.2
Cleveland	24	11,507	11.8	17	8,887	12.7	2.8	2.6	1.6	2.5	2.4	.8
Detroit	38	12,257	10.4	26	9,425	11.4	3.3	2.4	1.1	2.1	1.6	.9
Los Angeles	21	6,399	16.1	16	5,385	16.8	3.5	3.6	1.6	3.0	2.1	3.0
New York	202	104,131	8.8	147	81,243	11.0	2.6	2.1	1.0	.9	1.3	3.1
Philadelphia	32	13,091	12.5	22	10,227	10.8	3.2	2.5	1.5	1.0	1.6	1.0
San Francisco	17	7,836	10.6	14	6,733	11.2	2.1	1.7	1.2	2.0	1.8	2.4
SOFT DRINKS												
UNITED STATES TOTAL	43	10,596	16.2	7	1,769	28.7	6.5	7.2	5.9	4.3	2.2	2.6
TOTAL, 13 CITIES	9	2,969	25.4	2	998	32.6	8.1	6.6	7.7	6.1	2.2	1.9
SUGAR												
UNITED STATES TOTAL	89	54,969	5.2	30	27,308	4.1	1.2	1.1	.6	.4	.4	.4
East North Central	24	24,223	4.0	10	17,203	3.6	1.2	1.1	.4	.4	.1	.4
TOTAL, 13 CITIES	28	27,831	4.8	14	18,912	3.6	1.1	1.1	.5	.3	.2	.4
HARDWARE												
HARDWARE specialty lines)												
UNITED STATES TOTAL	512	372,424	17.9	326	257,316	17.7	5.6	5.8	.8	2.1	2.1	1.3
New England	31	12,487	22.2	19	8,787	22.7	6.9	7.7	1.7	1.6	3.0	1.8
Middle Atlantic	112	49,629	21.0	67	32,077	21.2	6.4	6.6	1.6	1.8	2.8	2.0
East North Central	74	78,387	17.2	47	60,099	17.0	6.2	5.7	.6	2.3	1.5	.7
West North Central	40	61,256	19.4	22	31,841	19.4	6.2	6.4	.5	2.3	2.9	1.1
South Atlantic	96	41,515	16.4	58	28,673	16.0	4.7	5.7	.7	1.6	2.0	1.3
East South Central	47	32,663	15.9	33	25,740	15.7	4.7	4.8	.8	2.2	2.0	1.2
(continued)												

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FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

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	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
HARDWARE (continued)												
HARDWARE (full line) (continued)												
West South Central	48	$34,373	26.1	37	$29,245	16.4	5.2	5.4	.6	2.0	1.8	1.4
Mountain	24	17,087	16.0	18	13,570	15.7	4.9	4.8	.6	2.0	2.3	1.1
Pacific	40	45,027	17.2	25	27,284	17.6	4.7	5.7	1.1	2.8	1.6	1.7
TOTAL, 13 CITIES	90	110,835	18.8	58	76,700	18.3	5.7	6.2	1.0	2.4	1.8	1.2
New York	36	13,489	21.3	23	6,820	21.2	7.0	4.8	2.3	1.7	2.9	2.5
HARDWARE (specialty lines)												
UNITED STATES TOTAL	108	26,909	19.7	47	12,734	19.8	6.8	6.5	1.4	1.8	1.8	1.5
Middle Atlantic	44	11,405	19.4	21	6,120	19.1	7.0	4.8	2.0	1.9	2.0	1.4
East North Central	21	5,343	16.5	11	2,642	21.0	8.1	8.8	.7	1.9	.9	.6
TOTAL, 13 CITIES	65	17,225	18.4	31	8,793	19.3	7.1	5.8	1.6	1.9	1.7	1.2
New York	30	8,446	18.0	16	5,219	17.9	6.5	4.5	2.1	1.6	1.9	1.3
JEWELRY AND OPTICAL GOODS												
JEWELRY (full line)												
UNITED STATES TOTAL	95	36,230	16.6	65	27,578	17.2	6.2	6.3	.4	.4	1.8	2.1
Middle Atlantic	37	10,897	16.7	28	8,466	18.2	6.2	6.8	.5	.5	2.2	2.0
East North Central	22	9,424	21.0	17	7,608	21.2	8.0	7.6	.5	.5	1.8	2.8
TOTAL, 13 CITIES	65	24,300	17.3	47	18,700	18.4	6.4	7.1	.4	.4	1.9	2.2
New York	19	6,044	16.3	16	5,478	17.3	5.4	7.1	.4	.4	2.4	1.6
CLOCKS AND WATCHES												
UNITED STATES TOTAL	28	13,607	13.8	15	8,669	13.7	5.8	4.2	.6	.1	1.0	2.0
Middle Atlantic	18	9,720	13.9	11	6,542	13.9	5.6	4.3	.7	.1	1.0	2.2
TOTAL, 13 CITIES	26	13,200	13.7	15	8,669	13.7	5.8	4.2	.6	.1	1.0	2.0
DIAMONDS AND OTHER PRECIOUS STONES												
UNITED STATES TOTAL	35	6,732	12.4	13	2,660	15.3	5.8	5.4	.1	--	2.1	1.9
Middle Atlantic	29	5,299	11.7	10	2,134	15.8	5.7	5.9	.1	--	2.1	2.0
TOTAL, 13 CITIES	34	6,139	11.4	13	2,660	15.3	5.8	5.4	.1	--	2.1	1.9
New York	28	5,197	11.7	10	2,134	15.8	5.7	5.9	.1	--	2.1	2.0
OPTICAL GOODS												
UNITED STATES TOTAL	70	15,576	36.9	23	6,018	35.0	13.1	10.5	1.6	4.4	2.9	2.5
TOTAL, 13 CITIES	39	10,486	35.0	19	5,142	34.9	12.1	11.3	1.7	4.7	2.6	2.5

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 5--ANALYSIS OF OPERATING EXPENSES

FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

For Geographic Divisions and the 13 Cities of more than 500,000 Population.

(Only those establishments with sales of more than $100,000 are included.)

Kind of Business and Area	All establishments with sales of more than $100,000			Establishments analyzed								
						Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
LUMBER AND CONSTRUCTION MATERIALS												
BUILDERS' SUPPLIES (full line)												
UNITED STATES TOTAL	212	$61,405	21.4	96	$26,461	19.4	5.6	4.0	2.4	2.7	2.8	1.9
Middle Atlantic	56	17,211	22.0	26	6,640	19.2	5.1	4.2	3.0	3.0	2.1	1.8
East North Central	38	14,421	24.5	14	3,313	17.7	5.9	3.7	1.3	3.2	2.4	1.2
West North Central	21	4,615	23.3	10	2,586	22.5	6.0	4.6	2.8	3.7	3.4	2.0
South Atlantic	25	6,437	20.4	10	3.270	21.0	5.7	4.6	2.7	4.1	1.6	2.3
West South Central	20	3,770	21.4	12	2,466	16.8	5.9	3.2	1.5	2.7	2.7	.8
TOTAL, 13 CITIES	47	19,938	25.8	17	4,351	19.0	5.1	5.0	2.6	2.4	1.6	2.3
LUMBER AND MILLWORK												
UNITED STATES TOTAL	506	166,714	18.5	201	73,815	19.5	5.2	4.1	2.9	3.2	2.2	1.9
Middle Atlantic	119	38,486	20.0	43	13,122	22.6	6.9	3.9	2.8	3.6	3.0	2.4
East North Central	117	38,138	17.1	56	22,123	16.4	4.8	3.9	1.3	2.6	2.1	1.7
West North Central	48	17,113	17.9	24	9,177	17.9	6.3	4.5	1.0	2.4	2.4	1.3
South Atlantic	63	16,694	16.9	16	5,608	20.7	3.6	3.0	1.7	6.9	2.6	2.9
East South Central	33	7,392	19.8	11	1,960	21.2	6.6	3.0	4.5	3.3	2.0	1.8
Pacific	57	22,505	22.0	30	10,914	27.0	4.5	6.0	9.5	3.8	1.3	1.9
TOTAL, 13 CITIES	183	72,034	18.9	72	27,051	19.5	5.5	4.6	1.7	3.1	2.4	2.2
Chicago	28	12,039	15.2	10	5,698	15.5	3.9	6.8	.3	1.2	1.4	1.9
New York	46	17,678	18.5	20	5,894	20.6	6.8	3.4	2.8	2.7	2.6	2.3
CEMENT, LIME AND PLASTER												
UNITED STATES TOTAL	48	15,290	17.5	16	6,349	16.7	5.3	3.8	2.1	2.1	1.5	1.9
TOTAL, 13 CITIES	20	7,217	16.2	6	2,724	15.9	5.8	4.0	1.6	1.8	1.7	1.0
GLASS												
UNITED STATES TOTAL	65	15,683	28.9	35	9,006	28.7	8.6	5.9	2.3	6.5	3.7	1.7
TOTAL, 13 CITIES	32	9,461	28.9	17	5,491	27.0	8.4	5.3	2.0	6.3	3.7	1.3
SAND, GRAVEL AND CRUSHED STONE												
UNITED STATES TOTAL	28	7,244	28.0	10	3,321	32.9	6.9	3.8	11.1	1.3	6.1	3.7
TOTAL, 13 CITIES	12	3,897	31.9	5	2,127	35.6	5.8	2.9	15.6	1.6	7.8	1.9
MACHINERY, EQUIPMENT AND SUPPLIES												
COMMERCIAL MACHINERY, EQUIPMENT AND SUPPLIES (Office (except furniture))												
UNITED STATES TOTAL	38	9,227	28.3	10	2,664	30.6	14.4	8.5	2.0	1.6	2.7	1.4
TOTAL, 13 CITIES	24	6,910	28.8	8	2,425	30.4	14.5	8.4	2.1	1.6	2.5	1.3
COMMERCIAL MACHINERY, EQUIPMENT AND SUPPLIES Store, Restaurant and Hotel												
UNITED STATES TOTAL	103	28,347	24.7	45	13,766	24.7	8.1	9.2	1.2	2.1	2.4	1.7
Middle Atlantic	37	9,044	23.4	17	4,784	24.6	8.2	8.4	1.1	1.8	2.7	2.4
East North Central	26	8,592	25.3	13	5,376	25.2	8.3	10.2	1.1	2.4	2.3	.9
TOTAL, 13 CITIES	58	18,860	23.5	26	10,099	25.0	8.4	9.5	1.0	2.1	2.3	1.7

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 5--ANALYSIS OF OPERATING EXPENSES

FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

For Geographic Divisions and the 13 Cities of more than 500,000 Population.

(Only those establishments with sales of more than $100,000 are included.)

Kind of Business and Area	All establishments with sales of more than $100,000			Establishments analyzed								
						Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
MACHINERY, EQUIPMENT AND SUPPLIES (continued)												
FARM AND DAIRY MACHINERY AND EQUIPMENT												
UNITED STATES TOTAL	115	$37,472	17.4	51	$23,129	17.1	4.6	4.6	.7	1.3	1.5	4.4
West North Central	23	13,910	16.3	11	10,981	16.0	3.7	3.5	1.1	1.4	1.1	5.2
Pacific	20	6,743	17.9	15	5,077	18.0	5.3	5.7	1.3	1.3	2.4	2.0
TOTAL, 13 CITIES	21	7,216	20.1	11	3,795	20.9	6.2	7.5	.7	1.7	2.4	2.4
INDUSTRIAL EQUIPMENT AND SUPPLIES												
Industrial (full line)												
UNITED STATES TOTAL	162	78,102	18.9	102	54,122	18.7	5.6	6.3	1.1	1.9	2.1	1.7
Middle Atlantic	26	8,587	21.6	16	6,329	20.9	7.1	6.5	1.5	1.8	2.6	1.4
East North Central	30	19,241	19.5	20	15,931	19.2	5.0	6.8	1.3	2.3	2.4	1.4
South Atlantic	33	13,585	16.7	23	11,418	16.5	5.4	4.9	.8	1.7	1.5	2.2
West South Central	22	12,885	19.6	16	9,332	19.8	5.5	7.0	1.0	1.8	2.4	2.1
TOTAL, 13 CITIES	32	25,284	19.3	24	19,161	19.6	5.6	6.7	1.4	2.1	2.5	1.3
Belting, hose and packing												
UNITED STATES TOTAL	40	7,966	25.0	22	4,222	26.6	11.9	9.3	.8	1.2	2.4	1.0
TOTAL, 13 CITIES	24	4,447	25.5	15	2,531	27.3	11.7	10.2	.7	1.1	3.0	.6
Rope, cordage and twine												
UNITED STATES TOTAL	31	12,879	10.8	15	7,462	10.4	3.7	4.3	.6	.5	.7	.6
Middle Atlantic	16	7,398	10.8	10	5,637	9.9	3.8	3.9	.6	.4	.6	.6
TOTAL, 13 CITIES	26	11,551	11.1	15	7,462	10.4	3.7	4.3	.6	.5	.7	.6
INDUSTRIAL MACHINERY												
Construction (including road building)												
UNITED STATES TOTAL	144	48,748	18.0	47	17,883	17.3	5.2	6.7	.7	1.2	1.6	1.9
West North Central	23	8,124	16.3	11	4,185	15.5	4.0	7.0	.5	1.4	1.7	.9
TOTAL, 13 CITIES	33	9,946	24.7	10	4,510	20.8	6.7	7.5	.6	1.2	1.4	3.4
Machine tools												
UNITED STATES TOTAL	28	8,455	16.6	20	6,636	16.1	5.4	6.1	.8	1.0	1.7	1.1
East North Central	10	3,907	13.3	10	3,907	13.3	4.5	5.0	.7	.9	1.2	1.0
TOTAL, 13 CITIES	17	5,685	16.0	14	5,242	15.7	5.4	6.3	.8	1.0	1.3	.9
Mining and quarrying												
UNITED STATES TOTAL	30	9,350	17.6	12	5,571	17.9	4.6	5.8	1.1	2.0	2.0	2.4
TOTAL, 13 CITIES	9	3,383	19.2	6	2,835	18.1	4.5	5.5	1.2	1.6	2.0	3.3
Oil well and oil refining												
UNITED STATES TOTAL	359	129,261	9.9	60	25,503	8.2	1.9	2.6	.6	.8	1.3	1.0
West South Central	228	82,251	8.3	36	15,212	9.6	2.4	2.9	.6	1.1	1.4	1.2
TOTAL, 13 CITIES	19	13,675	17.0	2	--	--	--	--	--	--	--	--
(continued)												

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 5--ANALYSIS OF OPERATING EXPENSES

FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

For Geographic Divisions and the 13 Cities of more than 500,000 Population.

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Kind of Business and Area	All establishments with sales of more than $100,000			Establishments analyzed								
						Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
MACHINERY, EQUIPMENT AND SUPPLIES (continued)												
PROFESSIONAL EQUIPMENT AND SUPPLIES												
Dental												
UNITED STATES TOTAL	76	$16,303	29.0	36	$8,108	28.4	9.0	10.9	1.3	.7	3.8	2.7
TOTAL, 13 CITIES	30	7,997	27.9	10	3,355	27.8	7.5	12.2	1.3	.9	3.6	2.3
Surgical, medical and hospital												
UNITED STATES TOTAL	57	20,172	27.7	24	9,181	32.5	11.3	14.0	1.2	1.8	2.3	1.9
TOTAL, 13 CITIES	34	14,807	27.5	14	6,872	33.9	12.1	14.9	1.2	2.0	2.0	1.7
SERVICE EQUIPMENT AND SUPPLIES												
Barber and beauty parlor												
UNITED STATES TOTAL	93	21,753	32.5	50	11,001	36.3	11.8	14.5	2.2	1.6	3.6	2.6
Middle Atlantic	28	7,986	33.0	10	3,286	41.3	14.1	17.3	3.0	1.5	3.8	1.6
East North Central	17	3,185	32.7	11	1,835	34.0	11.1	10.0	1.9	2.2	5.5	3.3
TOTAL, 13 CITIES	48	13,286	33.4	22	6,040	39.1	13.3	16.4	2.3	1.4	3.8	1.9
Laundry												
UNITED STATES TOTAL	65	18,549	20.9	19	7,068	18.8	5.1	8.0	1.2	2.2	1.1	1.2
TOTAL, 13 CITIES	37	11,528	22.1	10	3,788	19.2	4.2	9.0	1.4	2.7	.9	1.0
Upholsterers'												
UNITED STATES TOTAL	76	20,459	23.3	45	15,201	25.6	9.3	8.5	1.4	1.2	2.8	2.4
Middle Atlantic	41	12,851	25.1	26	10,361	26.4	10.0	8.8	1.1	1.1	3.1	2.3
East North Central	19	4,790	22.2	13	3,712	24.9	8.7	8.4	1.9	1.3	1.9	2.7
TOTAL, 13 CITIES	65	18,371	23.8	40	14,060	26.0	9.7	8.1	1.7	1.1	2.9	2.5
New York	33	11,248	25.7	22	9,364	27.4	10.2	9.4	1.2	1.0	3.3	2.3
TRANSPORTATION EQUIPMENT AND SUPPLIES												
Boats (including motor, sail and steam)												
UNITED STATES TOTAL	14	3,586	19.5	11	2,283	20.4	7.9	5.1	1.6	.8	2.4	2.6
TOTAL, 13 CITIES	10	2,965	19.0	7	1,662	19.8	8.7	4.0	.8	.8	2.5	3.0
METALS AND METAL WORK (except scrap)												
IRON AND STEEL (EXCEPT STRUCTURAL)												
UNITED STATES TOTAL	175	73,237	18.9	105	40,911	18.5	6.4	4.5	1.8	2.3	2.3	1.2
New England	14	5,229	22.7	10	3,582	21.1	7.6	4.5	1.6	3.3	2.9	1.2
Middle Atlantic	52	19,638	21.1	30	9,498	21.3	7.7	5.8	2.2	2.0	2.2	1.4
East North Central	54	29,425	15.3	34	17,543	14.8	5.1	3.4	1.1	2.2	2.1	.9
Pacific	27	10,336	22.0	15	6,528	22.0	6.8	5.0	2.7	2.6	2.9	2.0
TOTAL, 13 CITIES	104	51,262	17.9	67	29,513	17.0	6.3	4.4	1.3	2.0	1.9	1.1
New York	28	9,980	21.5	21	6,259	23.0	8.3	6.3	2.3	2.2	2.5	1.4
(continued)												

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

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FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

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						Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
METALS AND METAL WORK (except scrap) (continued)												
STRUCTURAL IRON AND STEEL												
UNITED STATES TOTAL	53	$17,342	20.1	25	$8,594	21.8	6.8	4.5	2.0	4.1	3.0	1.4
TOTAL, 13 CITIES	19	5,829	21.1	6	2,034	23.9	5.7	5.1	2.9	6.4	2.3	1.5
WIRE, WIRE FENCE AND WIRE ROPE												
UNITED STATES TOTAL	18	4,884	13.5	12	3,176	12.4	3.8	3.7	.4	2.4	1.3	.8
TOTAL, 13 CITIES	6	1,477	18.0	3	892	11.4	4.8	2.9	.3	1.6	1.5	.3
SHEET METAL PRODUCTS												
UNITED STATES TOTAL	91	35,887	15.1	47	22,444	15.3	5.2	3.6	1.4	2.6	1.4	1.1
Middle Atlantic	25	7,035	16.6	12	3,204	17.0	5.6	3.9	1.9	1.9	1.9	1.8
East North Central	34	17,384	15.4	24	14,587	14.6	5.1	3.4	1.4	2.7	1.1	.9
TOTAL, 13 CITIES	44	21,484	13.9	29	16,049	14.1	5.0	3.5	1.4	1.8	1.2	1.2
PAPER AND ITS PRODUCTS												
WRAPPING OR COARSE PAPER AND PRODUCTS												
UNITED STATES TOTAL	656	250,368	17.3	440	171,146	17.2	5.3	6.0	1.4	1.6	1.6	1.3
New England	71	21,944	18.6	50	15,766	18.8	6.3	6.6	1.4	1.4	1.8	1.3
Middle Atlantic	224	83,706	16.9	140	50,893	16.8	5.2	5.3	1.8	1.3	1.8	1.4
East North Central	127	62,375	17.3	86	43,797	16.8	4.6	6.3	1.5	1.8	1.4	1.2
West North Central	63	24,122	17.6	50	18,893	17.8	5.4	6.6	1.0	2.1	1.4	1.3
South Atlantic	63	20,109	14.8	36	13,362	14.6	5.1	4.8	.8	1.2	1.6	1.1
East South Central	22	7,683	17.4	14	4,645	18.4	5.6	7.0	1.5	1.3	1.2	1.8
West South Central	27	8,404	21.5	19	6,146	20.7	6.4	8.0	1.4	1.2	2.1	1.6
Mountain	14	4,064	16.9	10	2,327	15.6	4.8	5.2	.8	1.5	1.6	1.7
Pacific	45	17,961	18.2	35	15,317	18.2	6.3	6.0	1.2	1.8	1.7	1.2
TOTAL, 13 CITIES	296	133,150	16.6	193	87,994	16.9	5.1	5.6	1.7	1.6	1.7	1.2
Boston	18	7,466	18.6	12	4,815	20.3	6.9	7.8	1.4	1.7	1.5	1.0
Chicago	35	19,918	16.4	24	15,011	17.3	4.6	6.1	2.1	1.9	1.5	1.1
Detroit	18	11,360	18.2	10	5,850	14.3	4.4	5.2	1.1	1.4	1.4	.8
Los Angeles	11	6,674	17.6	10	6,068	17.8	6.1	5.5	1.5	1.8	1.7	1.2
New York	128	49,818	14.8	81	29,901	15.9	5.1	4.8	2.0	1.0	1.7	1.3
Philadelphia	32	11,712	22.2	21	6,608	19.9	6.2	6.4	1.8	2.0	1.9	1.6
FINE OR PRINTING AND WRITING PAPER												
UNITED STATES TOTAL	125	58,132	17.6	91	47,168	18.1	5.4	6.0	1.5	1.7	1.8	1.7
Middle Atlantic	50	22,917	18.6	37	19,252	18.6	5.9	5.9	1.5	1.6	1.8	1.9
East North Central	30	18,730	15.6	21	15,543	16.2	4.3	5.9	1.5	1.4	1.3	1.8
TOTAL, 13 CITIES	76	41,637	17.3	57	36,003	18.1	5.4	6.2	1.4	1.6	1.7	1.8
New York	30	15,342	17.9	19	11,978	17.8	6.4	5.4	1.2	1.4	1.8	1.6
STATIONERY AND STATIONERY SUPPLIES												
UNITED STATES TOTAL	89	25,323	21.8	58	16,506	22.4	7.3	7.3	1.7	2.0	2.4	1.7
Middle Atlantic	54	13,005	19.4	35	7,667	21.4	8.3	6.4	1.4	1.7	2.4	1.2
TOTAL, 13 CITIES	65	18,475	21.7	41	12,279	22.8	7.2	7.6	1.8	2.0	2.4	1.8
New York	44	10,916	19.0	27	5,947	21.2	8.2	6.7	1.3	1.8	2.2	1.0
(continued)												

Data for fewer than 10 establishments in any area are not shown but are included in the totals

TABLE 5--ANALYSIS OF OPERATING EXPENSES

FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

For Geographic Divisions and the 13 Cities of more than 500,000 Population.

(Only those establishments with sales of more than $100,000 are included.)

Kind of Business and Area	All establishments with sales of more than $100,000			Establishments analyzed								
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
						Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
PAPER AND ITS PRODUCTS (continued)												
WALL PAPER												
UNITED STATES TOTAL	44	$8,749	31.0	31	$5,830	34.1	9.0	10.9	2.9	2.2	4.3	4.8
Middle Atlantic	14	2,374	37.4	10	1,630	41.2	9.6	16.6	3.3	3.8	5.9	2.0
TOTAL, 13 CITIES	26	5,698	28.8	15	3,117	32.6	9.2	10.4	2.8	2.3	3.9	4.0
PETROLEUM AND ITS PRODUCTS												
UNITED STATES TOTAL	166	111,318	12.0	97	54,350	14.2	4.1	4.2	1.8	1.1	1.7	1.3
Middle Atlantic	41	30,397	17.8	21	14,659	17.6	5.1	5.1	2.5	1.1	2.9	.9
East North Central	42	34,065	7.1	29	14,118	10.2	2.5	3.2	1.3	.9	1.4	.9
West North Central	24	21,716	11.1	13	14,856	12.9	4.0	4.1	1.5	1.4	1.0	.9
South Atlantic	16	7,394	15.1	11	5,184	14.9	5.3	2.8	1.3	.4	1.1	4.0
TOTAL, 13 CITIES	48	29,674	12.8	26	17,133	13.7	3.8	4.6	1.7	1.3	1.3	1.0
PLUMBING AND HEATING EQUIPMENT AND SUPPLIES												
PLUMBING AND HEATING (full line)												
UNITED STATES TOTAL	363	110,926	18.6	206	64,218	18.7	6.0	4.6	1.2	2.0	2.4	2.5
New England	32	7,238	21.7	21	4,729	22.0	7.6	4.3	2.0	2.8	2.8	2.5
Middle Atlantic	138	39,410	18.9	81	23,107	18.7	6.2	3.9	1.5	2.0	2.7	2.4
East North Central	66	20,171	20.0	33	8,610	21.0	6.9	5.1	1.0	1.8	2.7	3.5
West North Central	26	10,804	19.1	20	9,142	18.4	5.7	5.6	.7	2.0	1.9	2.5
South Atlantic	47	16,129	15.7	24	7,804	15.4	5.0	3.3	1.0	1.4	2.1	2.6
Pacific	22	6,715	19.6	17	5,824	19.9	6.5	5.8	.9	2.8	2.1	1.8
TOTAL, 13 CITIES	96	34,864	18.7	55	18,934	18.4	6.3	3.9	1.4	2.5	2.5	1.8
New York	41	14,428	15.6	25	9,813	15.0	5.9	2.6	1.3	2.0	2.0	1.2
HEATING (including stoves and ranges)												
UNITED STATES TOTAL	65	19,038	21.8	38	9,958	21.9	6.9	5.8	1.6	2.3	3.3	2.0
Middle Atlantic	24	6,317	21.2	17	4,064	21.6	6.5	4.9	1.7	2.5	3.0	3.0
TOTAL, 13 CITIES	45	14,618	22.4	28	7,798	22.0	6.6	5.9	1.6	2.4	3.4	2.1
New York	11	3,890	22.6	10	3,070	23.0	7.0	5.3	1.7	2.9	3.1	3.0
PLUMBING FIXTURES, EQUIPMENT AND SUPPLIES												
UNITED STATES TOTAL	255	63,063	19.0	145	38,247	19.9	6.5	4.8	1.6	2.2	2.3	2.5
New England	24	6,893	21.3	19	6,201	21.7	5.7	3.6	3.0	1.3	2.7	5.4
Middle Atlantic	88	20,476	19.9	40	9,782	22.5	7.7	4.9	1.7	3.3	2.5	2.4
East North Central	59	14,858	19.7	39	10,076	21.0	7.7	5.7	1.3	2.5	2.1	1.7
West South Central	19	3,674	18.2	13	2,179	18.2	5.3	3.9	1.6	1.6	2.0	3.8
Pacific	27	7,309	17.0	20	5,608	16.9	5.4	5.1	.7	2.2	2.0	1.5
TOTAL, 13 CITIES	118	31,319	19.8	57	16,082	22.2	7.7	5.4	1.6	3.0	2.4	2.1
Chicago	15	3,206	19.7	10	2,048	21.9	8.2	6.3	1.4	2.0	1.5	2.5
New York	45	10,947	21.0	18	4,722	26.6	8.9	6.1	1.9	3.7	2.7	3.3

Data for fewer than 10 establishments in any area are not shown but are included in the totals.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 5--ANALYSIS OF OPERATING EXPENSES

FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

For Geographic Divisions and the 13 Cities of more than 500,000 Population.

(Only those establishments with sales of more than $100,000 are included.)

Kind of Business and Area	All establishments with sales of more than $100,000: Number	All establishments with sales of more than $100,000: Net sales (add 000)	All establishments with sales of more than $100,000: Operating expenses, percent to sales	Establishments analyzed: Number	Establishments analyzed: Net sales (add 000)	Operating expenses (including pay roll) of such establishments expressed as percent to net sales: Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
TOBACCO AND ITS PRODUCTS (except leaf)												
UNITED STATES TOTAL	1,274	$717,927	5.4	740	$490,244	5.2	1.5	1.6	.5	.5	.5	.6
New England	120	63,624	4.9	75	51,041	4.9	1.2	1.6	.4	.6	.5	.6
Middle Atlantic	346	216,939	4.7	190	142,512	4.7	1.4	1.5	.5	.4	.5	.4
East North Central	310	167,109	5.0	178	121,708	5.1	1.5	1.6	.5	.4	.5	.6
West North Central	96	45,454	5.3	54	32,911	5.7	1.6	2.1	.5	.4	.5	.6
South Atlantic	131	74,017	6.5	82	55,585	6.1	1.9	1.8	.6	.5	.5	.8
East South Central	41	17,188	5.7	24	10,940	6.0	1.6	1.9	.5	.5	.6	.9
West South Central	77	32,835	4.8	40	19,491	5.6	1.7	1.8	.5	.3	.5	.8
Mountain	44	13,325	7.6	21	8,816	7.2	2.2	2.3	.6	.5	.7	.9
Pacific	109	87,436	7.6	76	47,240	5.2	1.3	1.5	.6	.5	.6	.7
TOTAL, 13 CITIES	311	292,826	5.3	173	194,025	4.6	1.3	1.5	.5	.4	.4	.5
Boston	17	16,534	3.9	12	13,937	4.1	.7	1.4	.5	.4	.5	.6
Chicago	38	34,962	4.1	25	28,424	3.9	1.2	1.1	.5	.4	.2	.5
Cleveland	13	12,952	5.9	11	12,670	5.9	1.8	1.9	.8	.4	.3	.7
Detroit	35	21,434	3.5	11	13,345	4.3	1.1	1.2	.4	.4	.4	.8
Los Angeles	17	10,804	5.0	11	9,333	5.0	1.0	1.4	.6	.5	.6	.9
New York	97	93,913	4.1	46	62,347	4.3	1.3	1.5	.5	.4	.4	.2
Philadelphia	30	23,015	4.3	21	16,906	3.8	1.0	1.1	.4	.4	.5	.4
WASTE MATERIALS												
IRON AND STEEL SCRAP												
UNITED STATES TOTAL	249	139,220	10.7	102	47,521	13.6	3.6	1.6	3.3	2.4	1.9	.8
Middle Atlantic	54	40,093	8.3	19	10,189	13.8	3.2	2.0	3.6	1.4	2.4	1.2
East North Central	95	66,733	10.4	43	25,891	12.1	3.9	1.4	3.3	1.7	1.3	.5
South Atlantic	25	6,511	15.0	13	3,666	15.2	3.0	1.8	2.8	3.7	3.1	.8
TOTAL, 13 CITIES	92	58,035	8.7	38	17,426	10.9	3.3	1.4	2.2	1.9	1.5	.6
JUNK AND SCRAP (full line)												
UNITED STATES TOTAL	193	53,030	14.7	107	31,258	14.4	3.7	1.4	2.8	3.0	2.3	1.2
Middle Atlantic	44	9,629	16.1	26	5,449	14.4	3.6	2.1	2.6	2.6	1.9	1.6
East North Central	57	15,955	14.8	32	9,554	13.9	3.7	1.4	2.6	2.7	2.4	1.1
West North Central	26	6,994	12.7	13	3,653	12.1	1.9	.9	3.4	2.1	3.2	.6
Pacific	25	8,414	16.7	13	4,955	16.5	4.0	1.0	1.7	5.7	2.9	1.2
TOTAL, 13 CITIES	39	13,266	13.3	23	7,743	11.2	2.8	1.1	1.6	2.9	2.4	.4
WASTE PAPER, RAGS AND RUBBER												
UNITED STATES TOTAL	267	100,478	15.3	144	61,159	15.9	4.3	2.1	2.8	3.5	2.0	1.2
New England	52	22,935	11.6	32	12,725	13.6	3.6	2.3	2.2	2.7	2.1	.7
Middle Atlantic	110	38,100	16.0	58	25,191	15.3	4.1	2.3	3.5	2.8	1.5	1.1
East North Central	52	18,237	18.8	31	13,083	16.8	4.2	1.5	3.2	4.5	2.0	1.4
TOTAL, 13 CITIES	162	69,088	15.2	91	44,217	15.1	4.1	2.0	3.1	3.1	1.8	1.0
Boston	15	10,932	9.8	10	6,218	14.6	4.0	2.9	2.2	1.8	3.0	.7
Chicago	18	8,862	18.1	12	6,232	15.0	3.6	1.2	2.0	4.4	2.0	1.8
New York	68	27,196	15.7	36	18,119	15.1	4.4	2.6	3.7	2.2	1.4	.8
Philadelphia	19	6,115	13.3	10	4,047	9.8	2.7	.8	2.5	1.9	1.0	.9

Data for fewer than 10 establishments in any area are not shown but are included in the totals.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 5--ANALYSIS OF OPERATING EXPENSES

FOR WHOLESALE MERCHANTS AND INDUSTRIAL DISTRIBUTORS COMBINED, BY DETAILED KINDS OF BUSINESS

For Geographic Divisions and the 13 Cities of more than 500,000 Population.

(Only those establishments with sales of more than $100,000 are included.)

Kind of Business and Area	All establishments with sales of more than $100,000			Establishments analyzed		Operating expenses (including pay roll) of such establishments expressed as percent to net sales						
	Number	Net sales (add 000)	Operating expenses, percent to sales	Number	Net sales (add 000)	Total	Administrative	Selling	Delivery	Warehouse	Occupancy	Other
ALL OTHER PRODUCTS												
BOOKS, PERIODICALS AND NEWSPAPERS												
UNITED STATES TOTAL	215	$88,305	19.0	68	$20,586	21.6	7.1	7.3	2.7	1.8	1.7	1.0
Middle Atlantic	71	41,259	19.7	28	8,911	22.6	6.8	8.6	2.3	2.0	1.5	1.4
East North Central	41	15,509	20.5	18	5,465	24.6	9.0	6.9	4.3	2.0	1.4	1.0
TOTAL, 13 CITIES	75	44,729	21.0	30	11,262	26.7	8.9	9.5	3.1	2.3	1.5	1.4
New York	29	22,761	21.6	14	5,737	27.7	8.4	11.3	1.7	2.7	1.7	1.9
FLOWERS AND NURSERY STOCK												
UNITED STATES TOTAL	77	15,532	19.3	45	8,725	18.8	6.1	5.7	1.5	1.0	2.7	1.8
Middle Atlantic	29	6,873	19.3	14	3,143	18.6	6.2	5.2	1.5	.7	2.6	2.4
TOTAL, 13 CITIES	48	10,709	18.7	30	6,480	18.6	6.3	5.8	1.4	.6	2.4	2.1
FOREST PRODUCTS (except lumber)												
UNITED STATES TOTAL	77	26,401	14.2	32	14,670	13.2	5.0	1.5	3.5	1.1	1.2	.9
Pacific	21	4,921	11.5	13	2,910	10.6	1.2	2.2	.8	2.2	2.5	1.7
TOTAL, 13 CITIES	31	16,363	13.8	14	10,550	11.9	5.7	.9	3.0	.6	1.1	.6
LEATHER AND LEATHER GOODS												
UNITED STATES TOTAL	227	73,012	11.9	127	44,122	12.3	4.1	3.7	.9	.9	1.6	1.1
New England	47	29,539	7.7	30	20,747	7.8	2.4	2.5	.7	.7	.8	.7
Middle Atlantic	71	18,823	12.3	35	11,523	13.6	4.8	3.1	.9	.9	2.7	1.2
East North Central	41	9,723	13.5	21	4,717	16.8	5.4	6.2	1.4	.8	1.5	1.5
West North Central	28	6,151	17.5	14	2,539	19.1	6.7	6.3	.9	1.4	2.2	1.6
Pacific	14	2,622	18.1	11	2,092	19.7	5.7	5.8	1.7	2.2	2.2	2.1
TOTAL, 13 CITIES	138	52,665	9.5	77	33,705	10.1	3.5	2.8	.7	.7	1.4	1.0
Boston	36	26,716	7.1	24	18,809	7.2	2.3	2.2	.5	.7	.8	.7
New York	45	10,543	10.3	18	5,228	10.4	4.3	2.3	.8	.4	1.2	1.4
OILS AND GREASES (animal and vegetable)												
UNITED STATES TOTAL	31	25,528	9.0	11	6,760	9.0	3.5	1.7	1.3	1.1	1.1	.3
TOTAL, 13 CITIES	25	23,891	9.0	11	6,760	9.0	3.5	1.7	1.3	1.1	1.1	.3
TEXTILES AND MATERIALS OTHER THAN DRY GOODS												
UNITED STATES TOTAL	74	24,551	15.2	39	13,213	17.9	6.9	4.4	1.8	1.5	2.2	1.1
Middle Atlantic	24	9,547	14.5	12	6,078	17.8	8.7	4.4	1.7	.6	1.3	1.1
TOTAL, 13 CITIES	48	18,542	14.9	26	9,918	18.6	7.5	4.3	2.0	1.2	2.3	1.3
YARNS												
UNITED STATES TOTAL	62	34,055	8.0	33	22,381	8.0	3.3	2.0	.4	.3	1.2	.8
Middle Atlantic	49	25,796	8.1	25	16,140	8.4	3.2	2.2	.4	.3	1.6	.7
TOTAL, 13 CITIES	53	31,245	7.6	28	20,190	7.6	2.9	2.0	.4	.3	1.3	.7
New York	43	22,262	7.4	22	13,161	7.2	2.8	2.4	.3	.3	.7	.7

Data for fewer than 10 establishments in any area are not shown but are included in the totals.

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UNITED STATES DEPARTMENT OF COMMERCE
Daniel C. Roper, Secretary

BUREAU OF THE CENSUS
William L. Austin, Director

CENSUS OF BUSINESS: 1935

WHOLESALE DISTRIBUTION

VOLUME VII

CREDIT SALES
AND
SALES BY CLASSES OF CUSTOMERS

March, 1937

UNITED STATES DEPARTMENT OF COMMERCE

Daniel C. Roper, Secretary

BUREAU OF THE CENSUS

William L. Austin, Director

CENSUS OF BUSINESS: 1935

Fred A. Gosnell, Chief Statistician
William A. Ruff, Assistant

This is one of a series of final volumes on Wholesale Distribution, a part of the Census of Business, 1935. This volume consists of an introduction and Sections One and Two. In the introduction, a brief analysis of the data is given together with a description of terms and method of classification. Section One (Table 6) shows to what extent full-service and limited-function wholesalers and manufacturers' sales branches engage in selling on a credit basis. In Section Two (Table 7) the business of wholesale establishments is analyzed by classes of customers. The table shows to what extent wholesalers sell to retailers, to household consumers, to industrial users, to other wholesalers and to buyers in foreign countries.

This volume corresponds in part to tables 4 and 5 (Wholesale Volumes I to VII) of the 1933 Census of American Business.

The statistics were collected in 1936 by a field canvass of wholesale establishments in every State, city and county in the United States, by the Bureau of the Census, with funds provided by the Works Progress Administration. They cover the operations of wholesalers during the year 1935.

Wholesale trade reports are prepared under the supervision of John Guernsey, Distribution Economist for the Census Bureau, by John Albright, assisted by Dr. Albert Haring, Edwin P. Slabaugh and John J. Lennon.

WHOLESALE DISTRIBUTION: 1935

ARRANGEMENT AND CONTENTS OF VOLUMES

Volume I - Summary for the United States. Contains national summaries of the tabular data presented in the other volumes in detail; a description of the Wholesale Census, explanations of terms, classifications and tables; and an analysis of Wholesale Trade for 1935 as compared with 1933 and 1929.

It also contains new matter not treated in greater detail elsewhere, including a section on wholesale chains showing number of establishments, net sales, expenses, employees and pay roll of multi-unit organizations; a study of cooperative and voluntary group wholesaling; and a summary of the number and nature of establishments operated by Negro proprietors.

Volume II - States and 25 Selected Cities. Presents number of establishments, net sales, expenses, personnel, pay roll and stocks for each State and for each of 25 selected wholesale trade centers (Table 1). The data are analyzed by types of operation and by kinds of business.

Volume III - Cities and Counties. Presents number of establishments, net sales, personnel and pay roll for each city of more than 5,000 population and for each county (Table 13). The data are analyzed by types of operation and by kinds of business for cities of more than 50,000 population (Table 12A) and by kinds of business for cities of 20,000 to 50,000 population (Table 12B).

Volume IV - Kinds of Business of Full-Service and Limited-Function Wholesalers, By States. Presents, by States, the number of establishments, net sales, expenses, personnel, pay roll and stocks for each of 29 kind-of-business groups (Table 1A). In a separate section number of establishments, net sales, proprietors, employees and total pay roll are shown for 142 kinds of business, by States (Table 1B).

Volume V - Employment and Pay Roll.

a. Monthly employment data by kinds of business (Table 2).

b. Analysis of employment and pay roll by occupational classes (executive, office and clerical, selling, etc.) for a representative week of 1935 (Table 3).

Volume VI - Business Size Groups and Analysis of Operating Expenses.

a. Number of establishments, net sales and operating expenses of wholesale merchants and industrial distributors, by business size groups and kinds of business (Table 4).

b. Functional division of operating expenses (administrative, selling, etc.) of wholesale merchants and industrial distributors, by kinds of business (Table 5).

Volume VII - Credit Sales and Sales by Classes of Customers.

a. Credit business of full-service and limited-function wholesalers and of manufacturers' sales branches, by kinds of business (Table 6).

b. Business of wholesale establishments analyzed to show sales to retailers, to industrial users, to household consumers, to other wholesale organizations and sales for export separately (Table 7). The data are presented by types of operation and kinds of business.

Volume VIII - Commodity Sales. Analysis of sales of wholesale establishments by commodities or lines of merchandise (Table 8). Data are shown for 99 major commodity lines, many of which are subdivided into detailed commodity items. In this volume the relative importance of the various commodities is shown for each of the 29 kind-of-business groups.

Special Subject Reports. Special reports will be issued in which the available Census data are assembled and analyzed. Among those in preparation, the completion of which is subject to the limitations of time and budget, are:

Cooperative Wholesaling, including Voluntary Groups
Drug Wholesaling
Electrical Wholesaling
Hardware Wholesaling
Multi-Unit Wholesaling
Tobacco Wholesaling
Cooperative Marketing of Agricultural Commodities

WHOLESALE DISTRIBUTION: 1935

VOLUME VII

CREDIT SALES

AND

SALES BY CLASSES OF CUSTOMERS

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WHOLESALE DISTRIBUTION: 1935

VOLUME VII

CREDIT SALES

AND

SALES BY CLASSES OF CUSTOMERS

This volume, which presents data on credit business and an analysis of wholesale sales by classes of customers, consists of an introduction and Sections One and Two. In the introduction, a brief analysis of the data is given together with an explanation of terms and method of classification. Section One consists of Table 6 which shows credit sales for full-service and limited-function wholesalers and manufacturers' sales branches by kinds of business. Section Two (Table 7) analyzes the business of wholesale establishments showing sales to retailers, to household consumers, to industrial users, to other wholesalers, and export sales to buyers in foreign countries.

CREDIT SALES

Credit Sales Predominate

Of the sales of full-service and limited-function wholesalers and manufacturers' sales branches doing a credit business, over 80 percent are on a credit basis. Of the 88,931 full-service and limited-function wholesale establishments in the United States in 1935, 62,086 reported credit sales. These 62,086 establishments granted credit on $11,123,208,000, or 81.5 percent, of their net sales of $13,650,448,000. Of the 11,634 manufacturers' sales branches, 9,397 reported credit sales of $5,143,453,000 or 82.5 percent of their net sales of $6,232,227,000.

A summary of the credit information for the two types of operation follows:

Type of operation	All establishments		Establishments reporting credit sales		
	Number	Net sales (add 000)	Number	Net sales (add 000)	Credit sales (add 000)
Full-service and limited-function wholesalers	88,931	$17,661,691	62,086	$13,650,448	$11,123,208
Manufacturers' sales branches (with stocks)	11,634	7,446,014	9,397	6,232,227	5,143,453

It is significant that the proportion of the credit business for the two types is approximately the same, 81.5 for full-service and limited-function wholesalers as compared with 82.5 for manufacturers' sales branches. However, a slightly larger percentage of the latter (80.8 percent) reported that they did some credit business, as compared with 69.8 percent of the former type. Whether the failure to report credit sales indicates a strictly cash business, or represents an omission, is difficult to say. It is known, however, that many wholesale establishments sell only for cash.

Credit by Kinds of Business

When the two types are analyzed by kinds of business, a close relationship is noted between the credit ratios. Full-service and limited-function wholesalers and manufacturers' sales branches both show over 90 percent credit sales for clothing and furnishings, dry goods, furniture and house furnishings, lumber and construction materials, metals and metal work and paper and its products. Both types show over 85 percent credit for 14 identical trades, while for automotive products and for farm products-consumer goods, both show low credit ratios.

Significant differences between the credit ratios of the two types are noted for the following trades: beer, wines and liquors; coal and coke; farm supplies; and tobacco and its products. These differences are due to the fact that the two types are either serving different classes of customers or are emphasizing different lines of merchandise which fall within the same major kind-of-business classification. Sales branches of manufacturers of tobacco and its products and beer, wines and liquors sell primarily to distributors or jobbers rather than to retailers. Their credit ratios are therefore higher than for full-service and limited-function wholesalers. In the case of the farm supplies group, fertilizer, which is sold primarily for cash, constitutes the bulk of the business of manufacturers' sales branches, while feed and seeds are the important lines of merchandise of full-service and limited-function wholesalers. Similarly, coke is the important item of manufacturers' sales branches in the coal and coke trade, but is relatively unimportant for merchant wholesalers.

Considerable variation is found in the credit ratios for the various kinds of business of full-service and limited-function wholesalers. Dry goods (specialty lines) shows 97.2 percent credit as contrasted with 57.8 for automotive products. Of the 29 kind-of-business groups, 9 show credit of 90 percent or more, 11 from 80 to 90 percent, 4 from 70 to 80 percent, while 5 report less than 70 percent. A more careful analysis of the classifications showing a low credit ratio discloses some interesting facts (see Table 6, Page 23). Automobiles and other motor vehicles are sold primarily for cash (36.5 percent credit), while 72.2 percent of equipment is sold on credit. As indicated above, beer is more frequently sold for cash than are wines and liquors. Credit business dominates in the sale of wool, mohair and raw silk but occupies a less important position in the sale of other farm products. In the grocery specialities trade, soft drinks show a low credit ratio.

Comparison with 1933

The credit ratios for the two types show little change between 1933 and 1935. For full-service and limited-function wholesalers, credit sales of those doing a credit business increased from 80.4 to 81.5, while for manufacturers' sales branches, the ratio dropped from 90.4 to 82.5. A significant factor in the latter change is the increased sales importance of automobiles, primarily a cash business.

It is interesting to note that for full-service and limited-function wholesalers, 12 of the 21 trades for which direct comparisons can be made show less than a two-point change. For manufacturers' sales branches, 8 trades show less than a two-point change.

A comparison of credit sales ratios, 1935 and 1933, is given below for full-service and limited-function wholesalers and manufacturers' sales branches by kinds of business.

Kinds of business	Full-service and limited-function wholesalers		Manufacturers' sales branches	
	1935	1933	1935	1933
Total	81.5	80.4	82.5	90.4
Amusement and sporting goods	84.7	83.7	71.2	59.2
Automotive	57.8	64.8	43.6	85.3
Beer, wines and liquors	66.9	NC	86.7	NC
Chemicals and paints	88.6	87.0	96.5	96.5
Clothing and furnishings	94.6	94.1	99.0	99.4
Coal and coke	92.4	87.2	71.8	76.3
Drugs (full line)	86.7)	88.0	--)	99.5
Drugs and drug sundries (specialty lines)	89.6)		98.5)	
Dry goods (full line)	93.7)	95.5	--)	99.0
Dry goods (specialty lines)	97.2)		98.8)	
Electrical goods	85.0	84.8	96.4	94.3
Farm products-raw materials	81.6	60.4	--	--
Farm products-consumer goods	73.9	74.1	64.1	78.2
Farm supplies	64.7	Y	32.2	Y
Furniture and house furnishings	90.3	90.4	97.3	99.4
General merchandise	61.1	Y	--	--
Groceries (full line)	78.4)	80.0	--)	83.6
Groceries and foods (specialty lines)	79.9)		87.7)	
Hardware	88.9	88.3	98.4	99.0
Jewelry and optical goods	89.8	86.6	97.1	97.9
Lumber and construction materials	90.9	88.8	95.7	98.2
Machinery, equipment and supplies	90.0	85.6	88.7	93.6
Metals and metal work (except scrap)	94.0	92.6	98.0	99.5
Paper and its products	91.9	90.5	95.1	98.4
Petroleum and its products	79.8	Y	91.1	Y
Plumbing and heating equipment and supplies	87.6	79.9	96.7	94.0
Tobacco and its products (except leaf)	65.7	70.0	99.3	99.6
Waste materials	88.4	81.9	--	--
All other	88.0	Y	98.0	Y

NC - No comparable data Y - Not directly comparable

SALES BY CLASSES OF CUSTOMERS

Duplication in Wholesale Sales

Sales of merchandise to retailers for resale constitute less than one-half of the total business of wholesale establishments. An analysis of wholesale sales shows that 45.4 percent are to retailers for resale, 1.5 percent at retail to household consumers, 29.8 percent to industrial users, 20.2 percent to other wholesalers and 3.1 percent for export to buyers in foreign countries. The 20.2 percent sales to other wholesale establishments represents duplication in the total figures, in that it shows to what extent goods are sold two or more times at wholesale.

These figures are based upon information furnished by 141,296 establishments able to supply the data direct from their books or on the basis of carefully prepared estimates. These 141,296 establishments represented 79.9 percent of the total number and accounted for 81.5 percent of the total sales of wholesale establishments in the United States in 1935.

A summary of sales by types of operation and classes of customers follows:

Type of operation	Total, all establishments		Establishments analyzed by classes of customers			
					Sales	
	Number	Net sales (add 000)	Number	% of total	Amount (add 000)	% of total
Total	176,756	$42,802,913	141,296	79.9	$34,865,567	81.5
Full-service and limited-function wholesalers	88,931	17,661,691	77,794	87.5	15,905,271	90.1
Manufacturers' sales branches	11,634	7,446,014	9,363	80.5	6,201,778	83.3
Manufacturers' sales offices	4,196	3,620,074	3,361	80.1	2,908,284	80.3
Bulk tank stations	27,333	2,704,047	16,043	58.7	1,379,520	51.0
Agents and brokers	18,147	8,908,076	14,684	80.9	6,697,013	75.2
Assemblers	26,515	2,463,011	20,051	75.6	1,773,701	72.0

(Table continued)

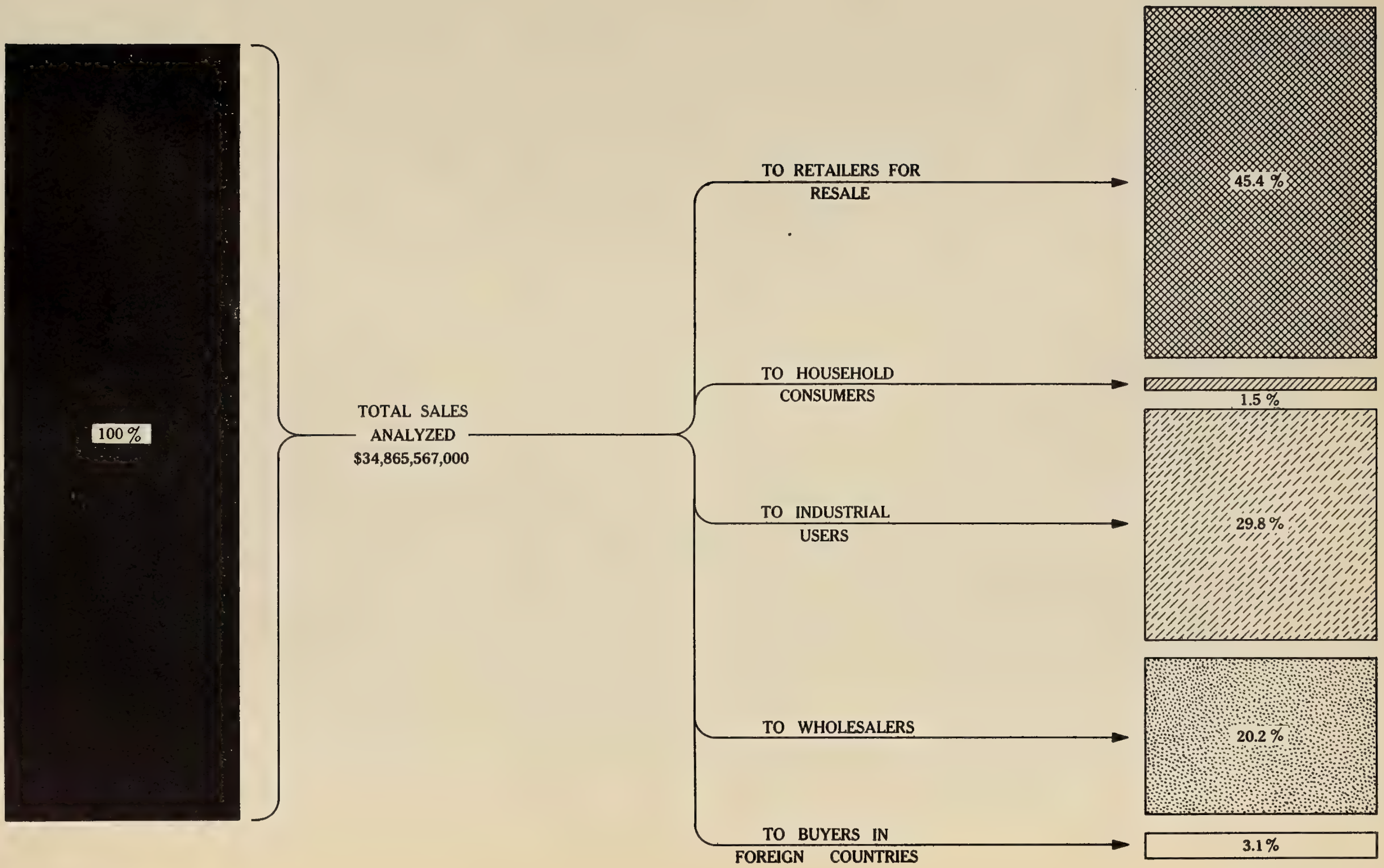
Type of operation	Percent of sales analyzed to each class of customer				
	Sales to retailers	Sales to household consumers	Sales to industrial users	Sales to other wholesalers	Export sales 1/
Total	45.4	1.5	29.8	20.2	3.1
Full-service and limited-function wholesalers	59.2	1.9	24.9	10.2	3.8
Manufacturers' sales branches	52.6	0.4	27.7	18.6	0.7
Manufacturers' sales offices	17.8	0.2	59.3	21.1	1.6
Bulk tank stations	73.3	8.0	9.9	8.4	0.4
Agents and brokers	21.0	0.1	34.9	39.4	4.6
Assemblers	12.7	4.1	29.5	50.0	3.7

1 To buyers in foreign countries.

WHOLESALE DISTRIBUTION: 1935

CHART I- SALES BY CLASSES OF CUSTOMERS

NET SALES, ALL ESTABLISHMENTS, $42,802,913,000



BUREAU OF THE CENSUS

Sales to Retailers

Obviously, not all types of wholesale establishments sell the same proportion of goods to a given class of customers. Bulk tank stations reported 73.3 percent of their business to retailers. The remainder of their sales are about equally divided among sales to household consumers, to industrial users and to other wholesalers, with 0.4 percent exports. Full-service and limited-function wholesalers deal primarily with retailers, 59.2 percent of their business being with retail accounts. It is significant to note that more than half (52.6 percent) of the business of manufacturers' sales branches, is with retailers. Only a small portion of the business of agents and brokers (21.0 percent), manufacturers' sales offices (17.8 percent) and assemblers (12.7 percent) is with this class of customers.

Sales to Household Consumers

The household consumer normally buys goods from the retail store for personal or family consumption. While it is not the general practice of wholesale houses to sell at retail, and no establishment is included in the Wholesale Census whose major operations are sales to home consumers, many wholesale organizations do sell a limited quantity of goods to ultimate consumers. In addition the Wholesale Census includes a few wholesale retailers when the major portion of their business is at wholesale. The smallest portion of sales made to household consumers is shown for agents and brokers (0.1 percent), followed by manufacturers' sales offices (0.2 percent). On the other hand, 8 percent of the business of bulk tank stations and 4.1 percent of assemblers are with household consumers. Sales in this category are frequently a matter of accommodation.

Sales to Industrial Users

As indicated by the kind-of-business classification, a large number of wholesale establishments deal in industrial goods sold primarily to factories, oil wells, mines and quarries, hotels, public utilities, railroads, institutions, and to various commercial houses. The goods so purchased are either converted into more finished products or are used in the conduct of the business rather than re-sold in the same form. Such goods consequently consist principally of raw materials, semi-manufactured products, parts, machinery, equipment and supplies. The largest proportion of sales to industrial users was reported by manufacturers' sales offices (59.3 percent), followed by agents and brokers (34.9 percent) and assemblers (29.5 percent).

Sales to industrial users vary in importance between the major kinds of business and also differ among the several types of operation. In the case of full-service and limited-function wholesalers, sales to industrial users amount to 74.0 percent of total sales of waste material dealers, 72.2 percent of the machinery trade and 61.5 percent of metals. Similar figures for manufacturers' sales branches are: 82.8 percent for metals, 75.0 percent for jewelry and optical goods, 73.8 percent for electrical goods, and 70.0 percent for the dry goods specialties group. The sales of manufacturers' sales offices to industrial users are 94.7 percent of total sales for machinery, 89.5 percent for metals, and 85.3 percent for dealers in chemicals and paints, while for agents and brokers the proportion sold to industrial users is 75.4 percent for machinery, and 67.0 for waste materials.

Sales to Other Wholesalers

Of the total sales analyzed by classes of customers, 20.2 percent represents the extent to which wholesale establishments sell to one another, often referred to as the factor of duplication in wholesale sales. Leading types in this respect are assemblers, 50 percent, and agents and brokers, 39.4 percent. Little duplication is found for full-service and limited-function wholesalers, 10.2 percent, and for bulk tank station, 8.4 percent. For agents and brokers, the largest percent of duplication is found in the groceries and foods (specialty lines) trade, 67.7 percent, followed by petroleum and its products, 56.3 percent, and hardware, 55.7 percent. The least is found in the general merchandise, the machinery, equipment and supplies, and the waste materials trades, all of which show less than 6 percent duplication of sales. For assemblers, each of the trades reported sales to other wholesalers as follows: farm products-raw materials, 43.0 percent; farm products-consumer goods, 64.3 percent; farm supplies, 37.9 percent; groceries and foods (specialty lines), 50.9 percent; and all other products, 9.2 percent.

Export Sales to Buyers in Foreign Countries

Under this inquiry each wholesale establishment was requested to report the volume of goods sold for export to buyers who do not maintain established places of business in the United States. Such sales constituted 3.1 percent of the total, with agents and brokers (including export agents) showing the highest ratio 4.6 percent. Full-service and limited-function wholesalers (including exporters) are second with 3.8 percent. Manufacturers' sales branches and bulk tank stations each show less than 1 percent export sales.

An analysis of sales to the five classes of customers described above is given for types of operation and kinds of business in Section Two of this volume.

DESCRIPTION OF TERMS

WHOLESALE ESTABLISHMENTS.--Wholesale establishments, as the term is used here, are places of business engaged primarily in selling, or acting as agents in purchasing or selling, goods on a wholesale basis. In addition to the conventional types of wholesalers, the number includes producer-controlled selling branches and offices, agents and brokers, bulk tank stations and assemblers of farm products with established places of business.

Selling on a wholesale basis is selling primarily to retailers, institutions, industrial users and other wholesale organizations, for resale or further processing or business use, rather than for personal or household consumption. Sales to retailers for re-sale constitute slightly less than one-half of total wholesale distribution.

For census purposes, the number of wholesalers does not include peddlers or others selling at wholesale without recognizable places of business; nor establishments engaged in wholesaling as a secondary activity; nor central administrative offices of wholesale concerns when reported as separate establishments. Wholesaler-retailers are included if more than half of their business is at wholesale.

NET SALES.--The term net sales is used in the census to include total receipts from the sale of merchandise or services, and from other sources in the normal operation of the business. Sales taxes are included. The value of goods returned by, or allowances made to, customers has been deducted.

Some wholesale establishments are engaged primarily in buying or assembling goods, the selling phase being incidental or non-existent, inasmuch as such purchases may be made for parent organizations or for clients. Brokers, too, may represent buyers rather than sellers. Consequently, the term net sales includes the purchases made by country buyers of farm products and by other buying agents, as well as the activities of agents and brokers operating on a commission basis, irrespective of whether they represented clients who are selling or buying. However, no transaction has been counted more than once; that is, either the purchasing phase was considered or the selling phase.

In the case of agents and brokers operating on a commission basis, it was sometimes necessary to compute net sales on the basis of average commission rates or fees charged. These rates or fees either were reported by the agents and brokers concerned, or were obtained through a computation of such rates and commissions reported by other agents and brokers operating in a similar manner in the same geographic division of the United States. This method was necessitated by the fact that many agents and brokers maintain records only of commissions received and do not have actual figures covering the value of goods bought or sold for their principals.

CREDIT SALES (TABLE 6).--Each establishment was requested to report under this item in the schedule, the part of its total business which was done on a credit basis; i. e., sales made on weekly terms, on a 10-day basis, 30-day basis, end-of-month terms, sales on the installment plan, or any other basis that did not involve the immediate payment of cash on receipt of goods. C. O. D. sales are classed for purposes of the census as cash sales. The term "credit sales" covers, except as noted, all sales made on any basis other than strictly cash.

SALES ANALYZED BY CLASSES OF CUSTOMERS (TABLE 7).--Most establishments analyzed total net sales by classes of customers. In many cases, however, particularly for petroleum and its products, the amount under this heading represents net sales with certain deductions, such as: sales, turn-over, gasoline and other commodity taxes and, in some instances, receipts from services.

SALES TO RETAILERS.--Every reporting establishment was requested to report the actual amount of goods sold to retailers for resale. For the purpose of this inquiry the term retailer is used as described in the census of Retail Distribution.1/ The term "sales to retailers" presumably excludes purchases made by retailers of such items as machinery, equipment or supplies which are bought for use in the conduct of the business, rather than for re-sale.

SALES TO HOUSEHOLD CONSUMERS.--The amount reported under this classification represents sales of wholesale establishments at retail.1/

SALES TO INDUSTRIAL USERS.--These are sales made by wholesale establishments to manufacturers, oil well companies, mine operators, railroads, public utilities, institutions, etc. They consist largely of goods bought for business use, such as machinery, equipment, supplies and raw materials, rather than for resale in the same form.

SALES TO WHOLESALE ORGANIZATIONS.--Under this inquiry each wholesale establishment was asked to report sales to other wholesale establishments as defined above. The data under this item show the amount of duplication in wholesale trade, i. e., the extent to which goods are sold by one wholesale establishment to another involving two or more wholesaling transactions relating to identical products.

EXPORT SALES TO BUYERS IN FOREIGN COUNTRIES.--As the term indicates, the amount represents sales to buyers who do not maintain established places of business in the United States. It is the domestic value of goods purchased from wholesale establishments for export.

1/ For definition of retail terms, see Census of Business: 1935, Retail Distribution, Volume I.

TYPES OF OPERATION

In presenting the data, wholesale establishments have been divided, according to type of establishment or the nature of the functions performed, into six groups as described below. Establishments engaged in more than one type of operation are classified according to their major activity in 1935.

1. Full-Service and Limited-Function Wholesalers.--The first of the six functional type groups consists of service and limited-function wholesalers including exporters, importers and industrial distributors--establishments engaged in buying and selling goods on their own account, and largely independent in ownership. Establishments in this classification usually stock the goods which they distribute, and sell primarily to retailers, although some handle goods which are sold chiefly to industrial users.

The leading type of establishment in this group is the conventional wholesale merchant, who accounts for 88 percent of the establishments and 82 percent of net sales. The term covers most full-function wholesalers operating primarily in the domestic market. They buy and sell merchandise on their own account; carry stocks in their places of business; assemble in large lots and redistribute, usually through salesmen, in smaller quantities; extend credit to customers; and render advice to the trade. Although they sell primarily to retailers, substantial quantities of merchandise are sold by them to industrial and commercial users, (such as restaurants, hotels, institutions, public utilities and manufacturers) and to other wholesalers.

For census purposes no distinction is made between wholesale merchant and jobber.

2. Manufacturers' Sales Branches (with stocks).--This classification consists of wholesale outlets owned and operated by manufacturers, apart from their plants, primarily for the purposes of carrying stocks, selling and delivering their own products. Sales of manufacturers' sales branches include bookings (sales for direct delivery from plant) as well as sales from stocks at the branches. Subsidiary sales corporations of manufacturers have been classified as full-service and limited-function wholesalers rather than manufacturers' sales branches.

3. Manufacturers' Sales Offices (without stocks).--The third type of operation consists of establishments maintained by manufacturers, apart from their plants, for the purpose of selling their products. Sales offices are distinguished from sales branches by the fact that they do not include facilities for the physical storage, handling and delivery of merchandise.

4. Bulk Tank Stations.--Bulk tank stations are wholesale establishments engaged primarily in storing and distributing gasoline, oil and other petroleum products. The classification includes bulk stations servicing retail filling stations owned by the same organization, as well stations selling to independent retailers or industrial users. It embraces stations independently owned and operated, chain-operated stations, and commission stations owned by chains but operated by managers with a proprietary interest.

5. Agents and Brokers (functional middlemen).--The fifth type group includes middlemen who negotiate purchases and/or sales in domestic or foreign trade, but who do not, as a rule, take title to the goods. A chief additional function is to furnish marketing information. They commonly receive their remuneration in the form of commissions or fees. This classification includes auction companies, merchandise brokers, commission merchants, export agents, import agents, manufacturers' agents, selling agents, purchasing agents, and resident buyers.

6. Assemblers.--The sixth group includes establishments engaged primarily in the purchase or sale of farm products at local producing points or in cities convenient to producing regions. The emphasis is on the buying phase, since it is the principal function of these organizations to assemble and concentrate farm products, which are produced on a relatively small scale, into quantities large enough for economical shipment and commercial handling. Most assemblers operate in what may be termed the local growers' markets. The classification includes firms and individuals who do business on their own account, as well as those who operate on a salary or commission basis for others. Under this heading are included cream stations, cooperative marketing associations, grain elevators, packers and shippers of fruits and vegetables and sea foods, as well as other country buyers of farm products.

CLASSIFICATION BY KINDS OF BUSINESS

Based on experience with previous censuses, all wholesale establishments have been divided into 29 kind-of-business groups. These groups comprise 142 minor or detailed classifications. In arranging the classifications, three factors were considered:

1. The way in which certain goods are distributed, namely, the Channels of Distribution.
2. The Source of Supply of the commodity or commodities under consideration.
3. The Utilization of the commodity by those who purchase it from the reporting firm.

To illustrate, soap powder used for household consumption is included among groceries, since the great bulk of such merchandise is handled through grocery channels. This classification obviously follows the first basis mentioned, namely, channels of distribution. Hides and skins, on the other hand, are classified under "farm products-raw materials" on the basis of their source of supply. Similarly, fruits and vegetables are classified under "farm products-consumer goods". Shoes are classified under "clothing and furnishings" because of the way in which they are utilized.

In some cases it was necessary to combine two or three of the bases mentioned. For example, stoves and ranges are classified as "plumbing and heating equipment and supplies", partly because they are distributed through plumbing channels but largely because they are used for heating purposes, so that both the channels of distribution and utilization of the products are followed in this case.

To assist in determining the proper classification of establishments, each respondent was requested to give the usual name or designation by which the business was known to the trade or public. In addition, he was asked to name the principal lines of merchandise sold or handled, in the order of their importance, based upon net sales for 1935. The information supplied in reply to these inquiries, together with the analysis of sales by commodities, served to determine the proper kind-of-business classification for the establishment. In general, the major kind-of-business classification was arrived at through the trade designation, while the lines of merchandise or commodities handled determined the more detailed classification. Establishments engaged in more than one kind of business were classified according to the line that predominated during the year 1935.

Although kind of business is predicated in part upon the commodities handled, sales of any given kind of business are not to be confused with the sales of the commodities themselves, as most establishments handle more than a single commodity or line of merchandise. For example, wholesale grocers frequently sell drug items, paper goods and tobacco products while hardware wholesalers sell automotive parts, wiring supplies, sporting goods or radios. (An analysis of sales by commodities is presented in Volume VIII.)

EXPLANATION OF TABLES.—An explanation of the tables is found on the blue divider sheets as follows:

Table 6.—"Credit Sales", Page 21
Table 7.—"Distribution of Sales by Classes of Customers", Page 43

DISCLOSURE OF INDIVIDUAL OPERATIONS.—The confidential nature of the material requires the withholding of some information to avoid disclosing individual operations. In general, figures are withheld when they represent fewer than three establishments or ownerships. In some cases it has been necessary also to withhold data for a larger number of establishments to protect deleted information from disclosure.

GEOGRAPHIC DIVISIONS - COMPOSITION BY STATES

In presenting the data by geographic divisions, the States have been grouped in accordance with the Census of Population as follows:

- NEW ENGLAND
  - Connecticut
  - Maine
  - Massachusetts
  - New Hampshire
  - Rhode Island
  - Vermont
- MIDDLE ATLANTIC
  - New Jersey
  - New York
  - Pennsylvania
- EAST NORTH CENTRAL
  - Illinois
  - Indiana
  - Michigan
  - Ohio
  - Wisconsin
- WEST NORTH CENTRAL
  - Iowa
  - Kansas
  - Minnesota
  - Missouri
  - Nebraska
  - North Dakota
  - South Dakota
- SOUTH ATLANTIC
  - Delaware
  - District of Columbia
  - Florida
  - Georgia
  - Maryland
  - North Carolina
  - South Carolina
  - Virginia
  - West Virginia
- EAST SOUTH CENTRAL
  - Alabama
  - Kentucky
  - Mississippi
  - Tennessee
- WEST SOUTH CENTRAL
  - Arkansas
  - Louisiana
  - Oklahoma
  - Texas
- MOUNTAIN
  - Arizona
  - Colorado
  - Idaho
  - Montana
  - Nevada
  - New Mexico
  - Utah
  - Wyoming
- PACIFIC
  - California
  - Oregon
  - Washington

WHOLESALE DISTRIBUTION: 1935

VOLUME VII

SECTION ONE

TABLE 6.--CREDIT SALES

The extent to which full-service and limited-function wholesalers and manufacturers' sales branches engage in selling on a credit basis is shown in Table 6. The information is presented in summary for the United States for the two type-groups by 142 kinds of business. For the 9 geographic divisions and 13 largest cities, the data are shown by 29 kind-of-business groups, for full-service and limited-function wholesalers only. The statistics contained in this table indicate the degree to which these types of wholesale establishments perform the functions of financing business by extending credit to retailers, to industrial users, and to other wholesale organizations to which they sell.

Since some of the wholesale establishments did not operate on a credit basis and others failed to report on this item, data on credit sales are presented in Table 6 only for the establishments for which credit information is available. In the first two columns of the table are shown the number and net sales for all establishments, including also those selling entirely for cash and others which failed to report definitely whether they sold for cash or credit. The remaining columns relate only to establishments reporting credit sales for 1935. For these establishments, the number, net sales (cash and credit) and the amount of credit sales are given together with the percent of credit business.

Data for the different areas appear as follows:

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UNITED STATES SUMMARY

TABLE 6--CREDIT SALES OF FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS BY KINDS OF BUSINESS

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
				Sales (cash and credit) (add 000)	Credit sales	
	Number	Net sales (add 000)	Number		Amount (add 000)	Per-cent
UNITED STATES TOTAL	88,931	$17,661,691	62,086	$13,650,448	$11,123,208	81.5
Amusement and Sporting Goods	1,068	117,045	672	80,418	68,116	84.7
Cameras and motion picture eqpt. and spls.	74	4,897	50	4,389	3,573	81.4
Moving picture films	191	38,268	23	10,566	10,065	95.3
Sporting goods (full line)	134	17,020	113	16,170	12,928	80.0
Toys, novelties and fireworks	461	35,393	334	31,568	26,325	83.4
All other	208	21,467	152	17,725	15,225	85.9
Automotive	5,672	780,424	4,331	600,647	347,229	57.8
Automobiles and other motor vehicles	399	378,726	269	256,513	93,683	36.5
Automotive equipment	4,840	349,186	3,740	297,238	214,750	72.2
Tires and tubes	433	52,512	322	46,896	38,796	82.7
Beer, Wines and Liquors	5,496	698,511	2,965	514,173	343,779	66.9
Beer and other fermented malt liquors	4,016	281,259	1,891	173,882	88,805	51.1
Wines and liquors	1,480	417,252	1,074	340,291	254,974	74.9
Chemicals and Paints	1,426	275,301	1,123	225,146	199,572	88.6
Dyestuffs	57	15,816	42	12,867	12,829	99.7
Explosives	26	1,615	20	1,406	1,282	91.2
Industrial chemicals	204	80,310	169	67,050	63,089	94.1
Naval stores	36	33,148	27	24,068	15,030	62.4
Paints and varnishes	772	66,328	650	54,305	44,904	82.7
All other	331	78,084	215	65,450	62,438	95.4
Clothing and Furnishings	3,960	648,881	3,342	604,385	571,567	94.6
Clothing and/or furnishings (full line)	574	65,505	441	56,944	50,886	89.4
Men's and boys'	1,001	117,443	803	102,854	94,764	92.1
Women's and children's	1,085	233,602	968	223,376	215,495	96.5
Furs, dressed and fur clothing	277	33,093	235	30,527	28,059	91.9
Hosiery	202	35,657	173	34,012	31,647	93.0
Millinery and millinery supplies	360	42,161	305	39,391	37,624	95.5
Shoes and other footwear	461	121,420	417	117,281	113,092	96.4
Coal and Coke	773	368,695	620	321,996	297,464	92.4
Drugs (full line)	295	324,113	248	254,960	221,173	86.7
Drugs and Drug Sundries (specialty lines)	1,268	123,469	772	86,928	77,858	89.6
Drug specialties	342	29,554	224	22,202	18,297	82.4
Patent medicines	215	21,995	128	9,650	8,982	93.1
Toilet articles and preparations	426	40,671	245	25,945	24,217	93.3
All other	285	31,249	175	29,131	26,362	90.5
Dry Goods (full line)	306	265,724	269	242,178	226,833	93.7
Dry Goods (specialty lines)	3,301	719,676	2,842	687,623	668,244	97.2
Notions	915	96,778	777	88,393	85,659	96.9
Piece goods	1,873	593,867	1,693	572,379	559,391	97.7
All other	513	29,031	372	26,851	23,194	86.4
Electrical Goods	2,438	576,542	2,073	525,313	446,419	85.0
Electrical merchandise (full line)	419	184,233	408	173,895	160,127	92.1
Apparatus and equipment	199	20,931	146	17,815	15,309	85.9
Wiring supplies and construction material	734	76,859	633	69,029	60,564	87.7
Radios, refrigerators and appliances	1,086	294,519	886	264,574	210,419	79.5

(continued on next page)

TABLE 6--CREDIT SALES OF FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS BY KINDS OF BUSINESS

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
					Credit sales	
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Amount (add 000)	Per-cent
Farm Products - raw materials	2,199	$1,562,487	1,274	$579,745	$473,318	81.6
Cotton	263	518,244	36	46,078	28,525	61.9
Grain	474	483,949	242	109,633	69,242	63.2
Hides, skins and furs (raw)	874	189,342	609	132,302	108,349	81.9
Horses and mules	9	1,056	2	530	184	34.7
Livestock	26	2,557	18	2,400	1,359	56.6
Silk (raw)	16	67,393	16	67,393	64,931	96.3
Tobacco (leaf)	224	73,938	141	43,570	38,824	89.1
Wool and mohair	135	156,173	96	128,208	121,593	94.8
All other	178	69,835	114	49,631	40,311	81.2
Farm Products - consumer goods	11,188	1,941,059	7,375	1,548,722	1,144,470	73.9
Dairy products	2,178	427,966	1,335	309,219	219,884	71.1
Poultry and poultry products	1,778	230,602	976	164,875	130,828	79.3
Dairy and poultry products	1,019	304,576	722	267,672	218,740	81.7
Fruits and vegetables (fresh)	6,164	972,532	4,313	803,334	572,421	71.3
All other	49	5,383	29	3,622	2,597	71.7
Farm Supplies	1,433	281,731	953	176,499	114,160	64.7
Feed	951	149,087	620	89,173	57,164	64.1
Fertilizer	78	32,015	45	13,032	4,960	38.1
Seeds	354	90,759	257	71,030	50,217	70.7
All other	50	9,870	31	3,264	1,819	55.7
Furniture and House Furnishings	1,959	243,457	1,454	212,405	191,768	90.3
China, glassware and crockery	321	33,497	235	29,537	27,492	93.1
Floor coverings	366	89,021	317	83,960	76,796	91.5
Furniture (household and office)	375	38,164	262	31,033	25,493	82.1
House furnishings (except as specified)	784	69,327	546	56,766	52,717	92.9
Musical instruments and sheet music	113	13,448	94	11,109	9,270	83.4
General Merchandise	209	361,647	180	247,721	151,340	61.1
Groceries (full line)	3,833	1,953,762	2,869	1,576,885	1,236,561	78.4
Groceries and Foods (specialty lines)	12,156	1,682,961	7,849	1,312,542	1,048,805	79.9
Canned goods	291	77,222	196	66,158	57,009	86.2
Coffee, tea and spices	964	220,488	714	159,300	142,457	89.4
Confectionery	2,070	111,867	1,307	86,913	57,098	65.7
Fish and sea foods	1,285	120,054	849	103,934	86,186	82.9
Flour	505	77,909	346	56,719	44,415	78.3
Meats and meat products	2,218	441,852	1,600	362,367	292,980	80.9
Soft drinks	429	20,815	150	7,583	4,189	55.2
Sugar	126	62,382	93	44,352	35,173	79.3
Other foods and grocery specialties	4,268	550,372	2,594	425,216	329,298	77.4
Hardware	1,129	428,249	977	388,065	344,915	88.9
Hardware (full line)	610	387,020	546	353,331	314,194	88.9
Hardware (specialty lines)	519	41,229	431	34,734	30,721	88.4
Jewelry and Optical Goods	1,801	180,685	1,319	153,862	138,213	89.8
Jewelry (full line)	224	42,107	172	38,596	32,477	84.1
Clocks and watches	160	29,198	113	25,124	23,785	94.7
Diamonds and other precious stones	274	27,732	206	23,112	20,634	89.3
Other jewelry specialties	758	53,834	525	44,041	40,101	91.1
Optical goods	385	27,814	303	22,989	21,216	92.3

(continued on next page)

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 6--CREDIT SALES OF FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS BY KINDS OF BUSINESS

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
					Credit sales	
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Amount (add 000)	Per-cent
Lumber and Construction Materials	2,817	$491,857	2,246	$395,592	$359,658	90.9
Builders' supplies (full line)	504	76,051	442	61,988	54,486	87.9
Lumber and millwork	1,597	339,092	1,200	268,856	246,834	91.8
Brick, tile and terra cotta	119	8,732	104	7,565	6,689	88.4
Cement, lime and plaster	130	18,956	120	16,482	14,846	90.1
Glass	262	21,638	230	19,825	17,600	88.8
Sand, gravel and crushed stone	110	10,257	83	8,616	7,552	87.7
All other	95	17,131	67	12,260	11,651	95.0
Machinery, Equipment and Supplies	7,198	835,647	5,672	720,723	648,581	90.0
Commercial machinery, equipment & supplies						
Office (except furniture)	194	14,308	148	9,687	7,700	79.5
Store, restaurant and hotel	673	44,860	467	38,571	31,672	82.1
All other	68	5,195	51	4,510	3,306	73.3
Farm and dairy machinery and equipment	336	45,250	256	40,081	33,643	83.9
Industrial equipment and supplies						
Industrial (full line)	189	79,828	168	72,236	67,857	93.9
Belting, hose and packing	168	12,281	142	10,435	9,677	92.7
Power transmission equipment	66	6,778	56	4,933	4,364	88.5
Rope, cordage and twine	56	14,087	44	12,806	11,915	93.0
All other	1,028	102,508	839	92,234	84,938	92.1
Industrial machinery						
Construction (including road building)	277	53,831	199	43,245	39,149	90.5
Machine tools	79	10,689	64	9,729	9,160	94.2
Mining and quarrying	87	11,184	64	8,865	7,792	87.9
Oil well and oil refining	759	152,273	621	131,939	126,624	96.0
Power plant	65	5,806	49	5,023	4,643	92.4
Textile	48	5,149	38	4,611	4,271	92.6
Used machinery and equipment	192	11,851	119	9,031	6,792	75.2
All other	354	24,292	281	19,437	16,301	83.9
Professional equipment and supplies						
Dental	256	23,202	217	21,069	17,410	82.6
Surgical, medical and hospital	203	26,033	170	22,194	19,889	89.6
All other	252	30,121	203	23,836	21,429	89.9
Service equipment and supplies						
Barber and beauty parlor	645	38,348	510	34,728	28,605	82.4
Laundry	138	21,768	123	20,002	18,609	93.0
Upholsterers'	200	25,636	178	24,885	22,255	89.4
All other	623	34,516	477	25,460	22,203	87.2
Transportation equipment and supplies						
Aircraft and aeronautical	15	1,445	8	811	321	39.6
Railroad	33	16,588	28	15,536	14,776	95.1
Boats (including motor, sail and steam)	71	5,447	61	5,051	4,259	84.3
All other	123	12,373	91	9,778	9,021	92.3
Metals and Metal Work (except scrap)	810	281,996	641	156,715	147,241	94.0
Iron and steel (except structural)	345	114,884	283	68,351	64,176	93.9
Structural iron and steel	93	18,965	77	16,635	15,968	96.0
Wire, wire fence and wire rope	61	7,759	49	6,626	6,245	94.2
Copper	19	4,635	17	4,306	4,177	97.0
Sheet metal products	179	40,243	141	31,828	29,558	92.9
All other	113	95,510	74	28,969	27,117	93.6
Paper and Its Products	2,549	408,935	2,111	361,893	332,477	91.9
Wrapping or coarse paper and products	1,572	291,576	1,325	255,266	236,535	92.7
Fine or printing and writing paper	211	62,540	190	59,392	56,463	95.1
Stationery and stationery supplies	504	38,209	405	33,519	29,811	88.9
Wall paper	262	16,610	191	13,716	9,668	70.5
Petroleum and Its Products	674	132,399	464	105,529	84,259	79.8

(continued on next page)

TABLE 6--CREDIT SALES OF FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS BY KINDS OF BUSINESS

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
					Credit sales	
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Amount (add 000)	Per cent
Plumbing and Heating Equipment and Supplies	1,743	$243,173	1,454	$210,626	$184,497	87.6
Plumbing and heating (full line)	508	119,862	463	106,524	95,310	89.5
Heating (including stoves and ranges)	224	24,682	182	19,341	16,411	84.9
Plumbing fixtures, equipment and supplies	865	88,465	701	77,219	66,560	86.2
All other	146	10,164	108	7,542	6,216	82.4
Tobacco and Its Products (except leaf)	2,253	783,368	1,529	638,659	419,637	65.7
Waste Materials	4,793	399,664	1,655	272,618	241,041	88.4
Iron and steel scrap	1,456	166,181	476	108,830	97,729	89.8
Junk and scrap (full line)	1,537	79,537	462	51,568	40,292	78.1
Waste paper, rags and rubber	1,578	125,994	668	101,502	93,907	92.5
Nonferrous metals	222	27,952	49	10,718	9,113	85.0
All Other Products	4,184	550,233	2,807	447,880	394,013	88.0
Books, periodicals and newspapers	636	108,550	459	87,365	78,682	90.1
Flowers and nursery stock	539	25,124	289	22,079	15,387	69.7
Forest products (except lumber)	550	80,373	333	67,940	65,759	96.8
Leather and leather goods	1,057	104,873	828	91,550	84,122	91.9
Oils and greases (animal and vegetable)	77	43,212	52	31,943	15,777	49.4
Rubber (crude)	27	62,436	23	42,626	37,773	88.6
Textiles and materials other than dry goods	305	35,445	213	25,963	23,223	89.4
Yarns	175	41,562	155	40,689	39,241	96.4
Miscellaneous kinds of business	818	48,658	455	37,725	34,049	90.3

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 6--CREDIT SALES OF MANUFACTURERS' SALES BRANCHES (With Stocks) BY KINDS OF BUSINESS

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
					Credit sales	
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Amount (add 000)	Per-cent
UNITED STATES TOTAL	11,634	$7,446,014	9,397	$6,232,227	$5,143,453	82.5
Amusement and Sporting Goods	241	102,090	176	59,235	42,176	71.2
Moving picture films	93	42,408	34	24,880	12,552	50.5
Sporting goods (full line)	58	14,863	57	x	x	90.3
Toys, novelties and fireworks	16	4,838	14	x	x	87.6
All other	74	39,981	71	17,972	14,866	82.7
Automotive	896	1,261,865	775	1,150,995	501,534	43.6
Automobiles and other motor vehicles	432	1,006,177	417	966,947	321,113	33.2
Automotive equipment	193	46,950	171	36,764	34,771	94.6
Tires and tubes	271	208,738	187	147,284	145,650	98.9
Beer, Wines and Liquors	377	265,812	281	218,393	189,399	86.7
Beer and other fermented malt liquors	261	68,275	178	52,942	36,704	69.3
Wines and liquors	116	197,537	103	165,451	152,695	92.3
Chemicals and Paints	561	427,535	495	399,843	385,660	96.5
Dyestuffs	33	33,614	28	30,104	29,949	99.5
Explosives	43	32,377	43	32,377	32,120	99.2
Industrial chemicals	73	122,582	68	122,268	113,754	93.0
Paints and varnishes	265	168,189	243	157,094	152,030	96.8
All other	147	70,773	113	58,000	57,807	99.7
Clothing and Furnishings	345	282,163	282	262,686	260,004	99.0
Clothing and/or furnishings	20	8,917	17	8,339	8,175	98.0
Men's and boys'	137	98,279	105	89,707	87,753	97.8
Women's and children's	103	47,808	85	39,195	39,117	99,8
Furs, dressed and fur clothing	5	622	5	622	604	97.1
Hosiery	14	13,550	10	12,290	12,045	98.0
Millinery and millinery supplies	11	1,320	7	1,262	1,218	96.5
Shoes and other footwear	55	111,667	53	111,271	111,092	99.8
Coal and Coke	10	8,331	9	8,312	5,964	71.8
Drugs and Drug Sundries	270	128,468	167	107,452	105,804	98.5
Drug specialties	115	73,163	100	63,495	62,453	98.4
Patent medicines	38	23,391	23	18,385	17,958	97.7
Toilet articles and preparations	99	27,153	30	20,899	20,753	99.3
All other	18	4,761	14	4,673	4,640	99.3
Dry Goods	208	180,322	185	163,102	161,112	98.8
Electrical Goods	428	349,819	353	238,977	230,331	96.4
Farm Products - consumer goods	327	71,570	261	55,160	35,360	64.1
Farm Supplies	74	31,785	62	28,403	9,142	32.2
Feed	30	2,904	27	2,455	1,600	65.2
Fertilizer	39	28,409	30	25,476	7,073	27.8
All other	5	472	5	472	469	99.4
Furniture and House Furnishings	250	78,959	202	66,296	64,516	97.3
Floor coverings	50	28,443	48	25,040	24,988	99.8
Furniture (household and office)	121	32,292	85	23,749	23,375	98.4
House furnishings (except as specified)	72	15,867	65	15,585	14,592	93.6
All other	7	2,357	4	1,922	1,561	81.2
Groceries and Foods (specialty lines)	3,102	2,252,166	2,670	1,880,502	1,650,092	87.7
Canned goods	230	161,838	120	119,688	102,413	85.6
Coffee, tea and spices	14	12,338	13	x	x	98.4

(continued on next page)

X Figures withheld to avoid disclosure of individual operations.

TABLE 6--CREDIT SALES OF MANUFACTURERS' SALES BRANCHES (With Stocks) BY KINDS OF BUSINESS

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
					Credit sales	
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Amount (add 000)	Per cent
Groceries and Foods (specialty lines) (continued)						
Confectionery	81	$37,096	21	$8,871	$8,185	92.3
Flour	165	122,086	141	109,927	79,411	72.2
Meats and meat products	937	1,080,929	895	1,038,167	939,827	90.5
Soft drinks	31	6,843	24	x	x	39.2
Other food and grocery specialties	1,644	831,036	1,456	587,439	507,844	86.5
Hardware	62	18,327	37	7,895	7,770	98.4
Jewelry and Optical Goods	249	91,458	44	69,754	67,710	97.1
Jewelry	43	72,507	29	67,468	65,732	97.4
Optical goods	206	18,951	15	2,286	1,978	86.5
Lumber and Construction Materials	261	112,792	191	88,623	84,836	95.7
Builders' supplies (full line)	45	32,474	18	18,654	18,514	99.2
Lumber and millwork	38	13,186	34	12,330	12,039	97.6
Brick, tile and terra cotta	44	5,403	42	5,092	4,521	88.8
Cement, lime and plaster	27	11,452	18	10,299	9,024	87.6
Sand, gravel and crushed stone	4	118	--	--	--	--
All other	103	50,159	79	42,248	40,738	96.4
Machinery, Equipment and Supplies	2,642	693,362	2,143	587,865	521,289	88.7
Commercial mchnry., eqpt., and spls.						
Office (except furniture)	955	108,920	717	80,875	58,083	71.8
Store, restaurant and hotel	81	18,935	65	17,894	17,118	95.7
Farm and dairy machinery and equipment	252	193,308	227	181,873	148,411	81.6
Industrial equipment and supplies						
Industrial (full line)	7	3,693	6	x	x	94.4
Belting, hose and packing	51	26,869	42	25,736	25,633	99.6
Power transmission equipment	81	7,206	75	9,067	8,651	95.4
Rope, cordage and twine	18	6,863	14	5,013	4,976	99.3
All other	316	95,162	262	81,329	77,473	95.3
Industrial machinery						
Construction (including road building)	81	18,645	68	14,706	14,164	96.3
Machine tools	21	7,369	8	2,740	2,737	99.9
Mining and quarrying	52	22,179	52	22,179	21,981	99.1
Oil well and oil refining	150	28,038	127	24,206	23,491	97.0
Power plant	9	5,919	8	x	x	99.2
Textile	20	16,068	4	1,882	1,880	99.9
All other	91	41,422	79	28,785	27,945	97.1
Professional equipment and supplies						
Dental	38	11,220	37	x	x	91.0
Surgical, medical and hospital	117	18,869	89	15,966	15,693	98.3
All other	24	3,789	23	x	x	98.8
Service equipment and supplies						
Barber and beauty parlor	18	3,598	17	x	x	99.1
Laundry	50	14,871	31	10,958	10,646	97.2
Upholsterers'	43	6,192	43	6,192	5,788	93.5
All other	158	31,316	144	30,018	29,501	98.3
Transportation equipment and supplies	9	2,911	5	1,708	1,694	99.2
Metals and Metal Work (except scrap)	271	243,350	189	155,981	152,828	98.0
Iron and steel (except structural)	110	108,011	63	65,067	64,417	99.0
Structural iron and steel	43	22,063	22	x	x	85.5
Wire, wire fence and wire rope	50	27,282	42	26,376	26,325	99.8
Sheet metal products	23	19,350	22	x	x	98.5
Other metals and metal work	45	66,644	40	30,595	30,548	99.8
Paper and Its Products	206	150,420	154	102,934	97,848	95.1

(continued on next page)

X Figures withheld to avoid disclosure of individual operations.

TABLE 6--CREDIT SALES OF MANUFACTURERS' SALES BRANCHES (With Stocks) BY KINDS OF BUSINESS

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
					Credit sales	
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Amount (add 000)	Per-cent
Petroleum and Its Products	56	$18,175	50	$16,708	$15,229	91.1
Plumbing and Heating Equipment and Supplies	367	102,251	320	93,927	90,836	96.7
Tobacco and Its Products (except leaf)	65	407,526	61	316,849	314,651	99.3
All Other Products	366	167,468	290	152,335	149,362	98.0
Books, periodicals and newspapers	48	19,531	36	12,479	12,379	99.2
Forest products (except lumber)	39	12,170	36	x	x	99.3
Leather and leather goods	90	59,745	80	56,169	55,873	99.5
Oils and greases (animal and vegetable)	29	29,639	22	28,267	27,659	97.8
Textiles and materials other than dry goods	25	19,389	24	x	x	96.0
Yarns	17	18,915	15	18,908	18,836	99.6
Miscellaneous kinds of business	118	8,079	77	5,628	4,570	81.2

X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 6.--CREDIT SALES

FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS BY KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
					Credit sales	
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Amount (add 000)	Per-cent
NEW ENGLAND STATES						
TOTAL	6,192	$1,261,936	4,662	$1,020,658	$891,810	87.4
Amusement and Sporting Goods	73	4,598	47	3,181	2,326	73.1
Automotive	314	52,882	250	31,776	19,293	60.7
Beer, Wines and Liquors	307	68,866	216	51,921	43,924	84.6
Chemicals and Paints	119	x	92	16,436	15,112	91.9
Clothing and Furnishings	302	42,626	281	41,613	40,456	97.2
Coal and Coke	66	81,173	55	70,929	67,112	94.6
Drugs (full line)	23	x	17	13,757	12,417	90.3
Drugs and Drug Sundries (specialty lines)	53	x	34	1,683	1,470	87.3
Dry Goods (full line)	18	5,895	17	x	x	94.5
Dry Goods (specialty lines)	156	x	131	17,962	17,344	96.6
Electrical Goods	195	x	176	31,604	26,681	84.4
Farm Products - raw materials	133	x	92	109,365	104,665	95.7
Farm Products - consumer goods	769	139,081	576	116,339	89,074	76.6
Farm Supplies	47	12,473	27	10,074	9,109	90.4
Furniture and House Furnishings	115	16,534	95	14,682	12,578	85.7
General Merchandise	8	1,728	7	x	x	73.6
Groceries (full line)	172	95,247	134	75,702	66,274	87.5
Groceries and Foods (specialty lines)	924	154,234	676	123,401	109,928	89.1
Hardware	75	16,132	64	12,994	11,125	85.6
Jewelry and Optical Goods	105	x	88	8,099	7,414	91.5
Lumber and Construction Materials	147	29,690	112	21,040	20,176	95.9
Machinery, Equipment and Supplies	461	39,639	359	32,452	29,211	90.0
Metals and Metal Work (except scrap)	50	x	40	7,546	6,762	89.6
Paper and its Products	263	34,644	228	32,071	29,527	92.1
Petroleum and its Products	40	x	23	3,196	2,190	68.5
Plumbing and Heating Eqpt. and Spls.	169	20,374	141	18,696	16,198	86.6
Tobacco and its Products (except leaf)	198	71,812	140	60,472	42,929	71.0
Waste Materials	455	40,757	211	32,508	30,840	94.9
All Other	435	60,443	333	53,794	51,055	94.9
MIDDLE ATLANTIC STATES						
TOTAL	28,402	$5,970,160	21,053	$4,869,023	$4,195,832	86.2
Amusement and Sporting Goods	400	58,951	278	40,736	35,756	87.8
Automotive	1,001	183,010	803	139,667	96,912	69.4
Beer, Wines and Liquors	1,480	190,083	597	144,928	116,776	80.6
Chemicals and Paints	465	139,280	364	120,841	114,832	95.0
Clothing and Furnishings	2,134	390,211	1,817	370,340	351,112	94.8
Coal and Coke	270	120,559	219	111,514	100,594	90.2
Drugs (full line)	39	52,734	34	37,362	32,144	86.0
Drugs and Drug Sundries (specialty lines)	497	59,314	344	43,708	40,771	93.3
Dry Goods (full line)	64	39,084	57	31,579	26,250	83.1
Dry Goods (specialty lines)	2,541	633,234	2,228	607,612	593,872	97.7
Electrical Goods	729	191,295	608	169,531	150,610	88.8
Farm Products - raw materials	835	313,356	685	235,596	211,165	89.6
Farm Products - consumer goods	2,937	694,549	2,260	571,447	452,113	79.1
Farm Supplies	211	48,986	137	24,458	14,624	59.8
Furniture and House Furnishings	1,035	126,503	812	112,842	102,196	90.6
General Merchandise 1/	54	227,599	46	126,254	44,731	35.4
Groceries (full line)	446	337,523	319	267,426	228,567	85.5
Groceries and Foods (specialty lines)	3,055	554,672	2,273	445,286	379,544	85.2
Hardware	368	73,190	320	67,714	59,203	87.4
Jewelry and Optical Goods	1,055	102,672	726	85,674	78,553	91.7
Lumber and Construction Materials	730	120,759	607	97,249	88,254	90.8
Machinery, Equipment and Supplies	2,052	206,711	1,564	173,885	155,654	89.5
Metals and Metal Work (except scrap)	287	158,900	230	58,488	54,631	93.4
Paper and its Products	1,102	158,031	918	135,730	126,976	93.6
Petroleum and its Products	133	34,470	101	29,678	25,695	86.6
Plumbing and Heating Eqpt. and Spls.	682	87,475	590	80,678	67,423	83.6
Tobacco and its Products (except leaf)	643	234,255	433	191,035	138,358	72.4
Waste Materials	1,553	123,418	555	90,234	83,003	92.0
All Other	1,604	309,336	1,128	257,531	225,513	87.6

X Figures withheld to avoid disclosure of individual operations. 1/ Low credit ratio due primarily to a few large exporter-importer establishments.

TABLE 6 --CREDIT SALES

FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS
BY KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
					Credit sales	
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Amount (add 000)	Per cent
EAST NORTH-CENTRAL STATES						
TOTAL	18,268	$3,308,122	11,853	$2,579,155	$2,000,618	77.6
Amusement and Sporting Goods	175	14,025	107	8,728	6,648	76.2
Automotive	1,416	198,880	1,018	155,660	70,374	45.2
Beer, Wines and Liquors	1,324	157,125	718	108,122	60,555	56.0
Chemicals and Paints	332	39,538	265	28,078	23,790	84.7
Clothing and Furnishings	569	73,806	442	65,392	60,809	93.0
Coal and Coke	228	100,620	186	84,234	78,028	92.6
Drugs (full line)	50	61,157	38	49,376	41,858	84.8
Drugs and Drug Sundries (specialty lines)	249	26,758	134	21,903	18,951	86.5
Dry Goods (full line)	27	70,764	24	67,518	65,487	97.0
Dry Goods (specialty lines)	257	28,355	195	26,077	23,916	91.7
Electrical Goods	535	129,400	437	116,145	94,666	81.5
Farm Products - raw materials	260	142,083	128	55,345	41,698	75.3
Farm Products - consumer goods	2,616	449,861	1,565	353,169	250,787	71.0
Farm Supplies	281	55,488	180	33,044	19,278	58.3
Furniture and House Furnishings	330	36,752	196	29,554	26,509	89.7
General Merchandise	37	25,212	33	24,809	22,995	92.7
Groceries (full line)	676	360,426	399	289,573	209,651	72.4
Groceries and Foods (specialty lines)	2,626	309,469	1,559	239,443	182,934	76.4
Hardware	200	87,041	160	81,169	74,742	92.1
Jewelry and Optical Goods	261	30,893	187	27,267	23,248	85.3
Lumber and Construction Materials	620	99,877	494	84,278	78,181	92.8
Machinery, Equipment and Supplies	1,422	162,345	1,106	136,307	120,789	88.6
Metals and Metal Work (except scrap)	194	62,908	164	50,602	48,831	96.5
Paper and its Products	485	99,786	395	90,856	84,088	92.6
Petroleum and its Products	152	39,895	120	25,760	17,576	68.2
Plumbing and Heating Eqpt. and Spls.	361	50,507	284	37,863	33,803	89.3
Tobacco and its Products (except leaf)	551	181,765	369	138,699	83,355	60.1
Waste Materials	1,305	135,049	467	88,330	82,737	93.7
All Other	729	78,337	483	61,854	54,334	87.8
WEST NORTH-CENTRAL STATES						
TOTAL	7,794	$1,761,710	4,964	$1,230,557	$976,303	79.3
Amusement and Sporting Goods	79	x	34	3,009	2,143	71.2
Automotive	749	92,782	495	63,476	36,945	58.2
Beer, Wines and Liquors	653	69,008	383	52,304	31,809	60.8
Chemicals and Paints	137	x	113	12,091	10,458	86.5
Clothing and Furnishings	232	x	199	53,812	51,730	96.1
Coal and Coke	77	31,675	62	28,893	27,289	94.4
Drugs (full line)	32	45,521	27	33,562	28,334	84.4
Drugs and Drug Sundries (specialty lines)	91	5,396	52	4,019	3,371	83.9
Dry Goods (full line)	25	63,380	19	57,194	56,080	98.1
Dry Goods (specialty lines)	39	4,291	28	3,490	3,129	89.7
Electrical Goods	209	x	174	46,627	38,472	82.5
Farm Products - raw materials	205	258,176	63	35,965	24,527	68.2
Farm Products - consumer goods	1,155	194,114	642	138,241	94,770	68.6
Farm Supplies	252	52,599	163	36,300	23,429	64.5
Furniture and House Furnishings	90	17,918	63	13,448	12,488	92.9
General Merchandise	16	24,212	13	23,548	22,276	94.6
Groceries (full line)	380	246,509	310	199,671	161,046	80.7
Groceries and Foods (specialty lines)	939	126,558	539	100,483	77,111	76.7
Hardware	80	68,832	74	56,041	48,767	87.0
Jewelry and Optical Goods	96	6,903	86	6,307	5,557	88.1
Lumber and Construction Materials	258	57,619	208	40,756	36,527	89.6
Machinery, Equipment and Supplies	600	69,646	457	61,504	54,513	88.6
Metals and Metal Work (except scrap)	55	x	40	10,123	9,641	95.2
Paper and its Products	182	x	153	31,902	28,839	90.4
Petroleum and its Products	90	x	58	22,587	19,285	85.4
Plumbing and Heating Eqpt. and Spls.	108	x	94	16,056	15,011	93.5
Tobacco and its Products (except leaf)	231	52,705	131	42,807	22,131	51.7
Waste Materials	469	28,437	105	17,072	13,351	78.2
All Other	265	x	179	19,269	17,274	89.6

X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 6.--CREDIT SALES
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS
BY KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Credit sales	
					Amount (add 000)	Per cent
SOUTH ATLANTIC STATES						
TOTAL	7,676	$1,378,681	5,208	$1,015,630	$762,385	75.1
Amusement and Sporting Goods	64	x	34	3,418	2,818	82.4
Automotive	478	55,050	384	44,533	29,443	66.1
Beer, Wines and Liquors	388	60,750	246	44,395	24,558	55.3
Chemicals and Paints	108	30,644	73	24,199	15,368	63.5
Clothing and Furnishings	217	x	164	18,511	17,365	93.8
Coal and Coke	53	19,492	42	14,848	13,709	92.3
Drugs (full line)	53	35,202	43	24,355	20,594	84.6
Drugs and Drug Sundries (specialty lines)	98	13,446	57	4,177	3,354	80.3
Dry Goods (full line)	69	31,391	62	28,530	24,941	87.4
Dry Goods (specialty lines)	85	6,327	67	5,956	5,434	91.2
Electrical Goods	226	52,333	195	48,064	42,447	88.3
Farm Products - raw materials	197	x	80	32,658	24,944	76.4
Farm Products - consumer goods	909	101,796	557	80,574	52,663	65.4
Farm Supplies	212	x	140	22,887	14,591	63.8
Furniture and House Furnishings	80	11,038	57	9,379	8,386	89.4
General Merchandise	22	15,682	17	15,040	13,807	91.8
Groceries (full line)	659	232,962	539	188,115	140,219	74.5
Groceries and Foods (specialty lines)	1,519	163,738	954	129,023	91,039	70.6
Hardware	138	x	120	40,079	32,362	80.7
Jewelry and Optical Goods	51	9,363	32	6,160	5,438	88.3
Lumber and Construction Materials	332	45,460	237	36,053	29,937	83.0
Machinery, Equipment and Supplies	482	54,919	379	48,582	43,211	88.9
Metals and Metal Work (except scrap)	51	9,477	39	6,804	6,293	92.5
Paper and its Products	183	30,126	142	25,258	22,026	87.2
Petroleum and its Products	76	x	49	7,477	6,010	80.4
Plumbing and Heating Eqpt. and Spls.	138	26,433	107	18,916	17,112	90.5
Tobacco and its Products (except leaf)	202	78,922	141	60,089	34,506	57.4
Waste Materials	338	26,173	92	13,708	8,503	62.0
All Other	248	20,373	159	13,842	11,307	81.7
EAST SOUTH-CENTRAL STATES						
TOTAL	3,267	$668,320	2,164	$481,188	$366,767	76.2
Amusement and Sporting Goods	17	x	8	627	388	61.9
Automotive	203	16,425	157	13,389	8,846	66.1
Beer, Wines and Liquors	173	23,831	92	17,171	9,121	53.1
Chemicals and Paints	28	x	23	4,032	2,263	56.1
Clothing and Furnishings	87	12,172	72	11,603	10,850	93.5
Coal and Coke	32	9,311	24	7,618	7,432	97.6
Drugs (full line)	27	17,264	22	15,463	13,553	87.6
Drugs and Drug Sundries (specialty lines)	47	2,026	25	1,150	1,012	88.0
Dry Goods (full line)	47	22,195	40	20,619	19,045	92.4
Dry Goods (specialty lines)	22	1,568	18	1,540	1,316	85.5
Electrical Goods	65	x	61	12,609	9,801	77.7
Farm Products - raw materials	141	111,772	48	23,534	16,134	68.6
Farm Products - consumer goods	446	44,897	242	34,916	19,705	56.4
Farm Supplies	67	10,156	49	8,293	4,559	55.0
Furniture and House Furnishings	28	3,431	15	3,352	2,687	80.2
General Merchandise	16	x	14	12,721	10,240	80.5
Groceries (full line)	415	160,897	334	130,985	102,881	78.5
Groceries and Foods (specialty lines)	515	47,489	300	35,445	23,187	65.4
Hardware	60	34,763	55	32,361	28,314	87.5
Jewelry and Optical Goods	13	742	11	x	x	92.7
Lumber and Construction Materials	175	29,267	125	21,566	18,330	85.0
Machinery, Equipment and Supplies	210	27,271	168	24,169	21,473	88.8
Metals and Metal Work (except scrap)	14	x	14	x	x	78.5
Paper and its Products	56	9,384	46	8,516	7,019	82.4
Petroleum and its Products	18	x	8	467	338	72.4
Plumbing and Heating Eqpt. and Spls.	35	7,596	29	7,332	6,601	90.0
Tobacco and its Products (except leaf)	63	19,259	45	16,055	9,114	56.8
Waste Materials	145	11,180	43	7,890	6,033	76.5
All Other	102	6,721	76	4,757	4,065	85.5

X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 6.--CREDIT SALES
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS
BY KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
					Credit sales	
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Amount (add 000)	Per-cent
WEST SOUTH-CENTRAL STATES						
TOTAL	5,758	$1,307,470	3,840	$833,037	$633,152	76.0
Amusement and Sporting Goods	63	5,366	31	2,924	2,376	81.3
Automotive	455	48,902	348	41,565	24,684	59.4
Beer, Wines and Liquors	324	33,117	137	22,602	10,851	48.0
Chemicals and Paints	57	5,800	45	4,879	4,266	87.4
Clothing and Furnishings	81	10,214	73	10,105	9,679	95.8
Coal and Coke	8	x	6	596	536	89.9
Drugs (full line)	30	26,672	29	x	x	85.6
Drugs and Drug Sundries (specialty lines)	68	4,164	32	3,234	2,267	70.1
Dry Goods (full line)	36	22,008	32	20,247	19,295	95.3
Dry Goods (specialty lines)	17	1,707	16	x	x	89.2
Electrical Goods	118	28,356	108	27,147	21,009	77.4
Farm Products - raw materials	200	332,794	49	30,949	14,836	47.9
Farm Products - consumer goods	672	77,511	370	57,757	37,474	64.9
Farm Supplies	139	19,082	96	9,725	6,096	62.7
Furniture and House Furnishings	40	x	34	5,882	5,086	86.5
General Merchandise	18	x	17	x	x	90.3
Groceries (full line)	652	262,264	552	224,545	168,248	74.9
Groceries and Foods (specialty lines)	963	106,457	521	73,537	53,752	73.1
Hardware	69	36,137	62	32,452	29,483	90.9
Jewelry and Optical Goods	36	x	29	2,504	2.122	84.7
Lumber and Construction Materials	175	26,621	141	21,221	18,883	89.0
Machinery, Equipment and Supplies	811	137,831	689	123,328	115,225	93.4
Metals and Metal Work (except scrap)	37	x	24	4,555	3,849	84.5
Paper and its Products	78	12,108	58	9,520	8,378	88.0
Petroleum and its Products	77	9,672	45	9,021	7,616	84.4
Plumbing and Heating Eqpt. and Spls.	74	9,217	63	8,382	7,323	87.4
Tobacco and its Products (except leaf)	131	38,422	83	28,619	12,640	44.2
Waste Materials	181	11,771	49	7,303	4,241	58.1
All Other	148	10,722	101	8,135	5,990	73.6
MOUNTAIN STATES						
TOTAL	2,144	$348,364	1,466	$276,527	$218,279	78.9
Amusement and Sporting Goods	29	1,959	15	1,280	1,006	78.6
Automotive	227	24,437	179	20,079	11,204	55.8
Beer, Wines and Liquors	175	15,587	109	11,143	7,763	69.7
Chemicals and Paints	26	2,218	24	2,172	1,903	87.6
Clothing and Furnishings	31	x	30	x	x	71.9
Coal and Coke	16	x	12	1,498	1,352	90.3
Drugs (full line)	17	x	16	x	x	93.3
Drugs and Drug Sundries (specialty lines)	16	x	8	535	515	96.3
Dry Goods (full line)	6	2,656	5	x	x	95.8
Dry Goods (specialty lines)	4	x	2	x	x	92.5
Electrical Goods	58	x	48	9,992	8,963	89.7
Farm Products - raw materials	76	21,418	34	11,633	6,595	56.7
Farm Products - consumer goods	378	37,729	237	28,301	22,458	79.4
Farm Supplies	57	x	37	5,295	2,192	41.4
Furniture and House Furnishings	18	x	13	3,318	3,049	91.9
General Merchandise	5	x	5	x	x	83.9
Groceries (full line)	172	80,311	124	65,365	56,536	86.5
Groceries and Foods (specialty lines)	276	28,792	158	21,782	15,864	72.8
Hardware	27	x	25	16,681	15,261	91.5
Jewelry and Optical Goods	19	904	19	904	878	97.1
Lumber and Construction Materials	52	10,951	45	9,923	8,873	89.4
Machinery, Equipment and Supplies	169	21,269	129	16,865	14,648	86.9
Metals and Metal Work (except scrap)	13	1,765	4	53	40	75.5
Paper and its Products	27	x	24	3,870	3,382	87.4
Petroleum and its Products	25	1,154	18	1,056	538	50.9
Plumbing and Heating Eqpt. and Spls.	25	x	24	x	x	95.6
Tobacco and its Products (except leaf)	67	14,672	51	13,100	7,734	59.0
Waste Materials	66	1,879	21	1,199	748	62.4
All Other	67	3,996	50	3,506	2,636	75.2

X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 6.--CREDIT SALES
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS
BY KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
					Credit sales	
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Amount (add 000)	Per-cent
PACIFIC STATES						
TOTAL	9,430	$1,656,928	6,876	$1,344,673	$1,078,062	80.2
Amusement and Sporting Goods	168	19,935	118	16,515	14,655	88.7
Automotive	829	108,056	697	90,502	49,528	54.7
Beer, Wines and Liquors	672	80,144	467	61,587	38,422	62.4
Chemicals and Paints	154	14,075	124	12,418	11,580	93.3
Clothing and Furnishings	307	33,492	264	29,731	27,208	91.5
Coal and Coke	23	2,078	14	1,866	1,412	75.7
Drugs (full line)	24	47,192	22	x	x	90.3
Drugs and Drug Sundries (specialty lines)	149	8,797	86	6,519	6,147	94.3
Dry Goods (full line)	14	8,351	13	8,277	7,942	96.0
Dry Goods (specialty lines)	180	24,726	157	23,166	21,604	93.3
Electrical Goods	303	66,019	266	63,594	53,770	84.6
Farm Products - raw materials	152	103,437	95	44,700	28,754	64.3
Farm Products - consumer goods	1,306	201,521	926	167,978	125,426	74.7
Farm Supplies	167	41,084	124	26,423	20,282	76.8
Furniture and House Furnishings	223	21,779	169	19,948	18,789	94.2
General Merchandise	33	x	28	24,258	18,859	77.7
Groceries (full line)	261	177,623	158	135,503	103,139	76.1
Groceries and Foods (specialty lines)	1,339	191,552	869	144,142	115,446	80.1
Hardware	112	49,612	97	48,574	45,658	94.0
Jewelry and Optical Goods	165	18,106	141	16,260	14,366	88.4
Lumber and Construction Materials	328	71,613	277	63,506	60,497	95.3
Machinery, Equipment and Supplies	991	116,016	821	103,631	93,857	90.6
Metals and Metal Work (except scrap)	109	18,836	86	16,223	15,371	94.7
Paper and its Products	173	25,311	147	24,170	22,242	92.0
Petroleum and its Products	63	6,821	42	6,287	5,011	79.7
Plumbing and Heating Eqpt. and Spls.	151	19,003	122	17,379	15,936	91.7
Tobacco and its Products (except leaf)	167	91,556	136	87,783	68,870	78.5
Waste Materials	281	21,000	112	14,374	11,585	80.6
All Other	586	x	298	x	x	86.7

X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 6.--CREDIT SALES
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS
BY KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
					Credit sales	
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Amount (add 000)	Per cent
BALTIMORE, MD.						
TOTAL	1,171	$179,629	754	$123,955	$100,088	80.7
Amusement and Sporting Goods	16	1,084	11	926	746	80.6
Automotive	42	2,927	30	2,448	2,003	81.8
Beer, Wines and Liquors	40	12,858	23	8,462	5,669	67.0
Chemicals and Paints	21	2,127	16	1,931	1,759	91.1
Clothing and Furnishings	100	8,679	78	6,979	6,395	91.6
Coal and Coke	21	x	14	2,594	2,072	79.9
Drugs (full line)	3	3,278	--	--	--	--
Drugs and Drug Sundries (specialty lines)	22	x	15	1,127	1,061	94.1
Dry Goods (full line)	2	7,231	36	6,221	5,890	94.7
Dry Goods (specialty lines)	44					
Electrical Goods	32	7,038	21	5,436	4,925	90.6
Farm Products - raw materials	13	3,596	5	1,080	1,035	95.8
Farm Products - consumer goods	133	15,812	87	12,363	7,772	62.9
Farm Supplies	17	4,159	9	1,261	1,162	92.1
Furniture and House Furnishings	21	x	12	1,781	1,403	78.8
General Merchandise	2	x	2	x	x	x
Groceries (full line)	13	13,967	10	8,836	4,616	52.2
Groceries and Foods (specialty lines)	211	24,994	132	18,750	14,875	79.3
Hardware	16	1,567	10	402	376	93.5
Jewelry and Optical Goods	16	3,189	7	879	508	57.8
Lumber and Construction Materials	40	6,151	28	4,179	3,832	91.7
Machinery, Equipment and Supplies	103	9,425	71	8,065	7,322	90.8
Metals and Metal Work (except scrap)	24	x	17	2,019	1,959	97.0
Paper and its Products	44	5,862	30	4,731	4,351	92.0
Petroleum and its Products	6	244	2	x	x	95.3
Plumbing and Heating Eqpt. and Spls.	29	4,233	23	3,055	2,827	92.5
Tobacco and its Products (except leaf)	29	10,373	15	4,944	2,596	52.5
Waste Materials	61	4,722	21	1,690	1,527	90.4
All Other	50	2,964	29	2,325	2,011	86.5
BOSTON, MASS.						
TOTAL	1,969	$634,146	1,687	$525,353	$480,923	91.5
Amusement and Sporting Goods	33	2,953	22	2,081	1,541	74.1
Automotive	71	23,711	63	14,646	7,899	53.9
Beer, Wines and Liquors	65	25,336	47	18,017	14,410	80.0
Chemicals and Paints	44	10,576	35	7,584	7,456	98.3
Clothing and Furnishings	220	36,010	207	35,198	34,500	98.0
Coal and Coke	23	58,130	21	49,127	47,897	97.5
Drugs (full line)	4	13,538	1	x	x	x
Drugs and Drug Sundries (specialty lines)	20	923	13	740	668	90.3
Dry Goods (full line)	2	17,640	97	17,035	16,650	97.7
Dry Goods (specialty lines)	103					
Electrical Goods	51	15,986	48	15,255	12,639	82.9
Farm Products - raw materials	68	120,374	55	95,262	91,676	96.2
Farm Products - consumer goods	199	65,701	175	55,448	45,546	82.1
Farm Supplies	4	841	3	x	x	90.6
Furniture and House Furnishings	70	11,551	64	11,272	9,696	86.0
General Merchandise	1	x	1	x	x	x
Groceries (full line)	25	27,113	16	21,083	18,658	88.5
Groceries and Foods (specialty lines)	276	69,652	237	58,715	55,789	95.0
Hardware	17	2,582	15	1,163	948	81.5
Jewelry and Optical Goods	59	5,330	52	5,199	4,583	88.2
Lumber and Construction Materials	27	10,774	24	6,285	6,097	97.0
Machinery, Equipment and Supplies	184	18,302	159	15,899	14,803	93.1
Metals and Metal Work (except scrap)	20	3,642	17	2,596	2,563	98.7
Paper and its Products	85	13,228	80	12,889	12,512	97.1
Petroleum and its Products	6	712	4	571	396	69.4
Plumbing and Heating Eqpt. and Spls.	35	5,265	32	5,088	4,135	81.3
Tobacco and its Products (except leaf)	29	18,697	20	16,561	14,292	86.3
Waste Materials	64	13,520	32	12,723	12,623	99.2
All Other	164	x	147	40,128	38,813	96.7

X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 6.--CREDIT SALES
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS
BY KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Credit sales Amount (add 000)	Credit sales Per cent
BUFFALO, N. Y.						
TOTAL	564	$128,932	402	$97,719	$70,312	72.0
Amusement and Sporting Goods	10	886	3	424	388	91.5
Automotive	31	9,881	28	9,812	3,367	34.3
Beer, Wines and Liquors	13	3,533	9	3,080	2,435	79.1
Chemicals and Paints	17	1,323	12	1,137	999	87.9
Clothing and Furnishings	10	1,180	7	927	901	97.2
Coal and Coke	14	7,702	13	x	x	82.8
Drugs (full line)	2	5,542	5	3,288	2,634	80.1
Drugs and Drug Sundries (specialty lines)	5					
Dry Goods (full line)	2	632	6	277	217	78.3
Dry Goods (specialty lines)	7					
Electrical Goods	21	5,034	19	4,943	4,182	84.6
Farm Products - raw materials	6	10,974	1	x	x	x
Farm Products - consumer goods	71	20,610	55	16,136	11,698	72.5
Farm Supplies	10	8,889	7	4,543	2,929	64.5
Furniture and House Furnishings	15	884	10	677	586	86.6
General Merchandise	1	x	1	x	x	x
Groceries (full line)	12	6,750	11	x	x	64.9
Groceries and Foods (specialty lines)	66	7,608	43	6,301	4,180	66.3
Hardware	6	5,976	5	x	x	62.3
Jewelry and Optical Goods	20	1,101	12	793	755	95.2
Lumber and Construction Materials	29	3,902	24	3,282	3,154	96.1
Machinery, Equipment and Supplies	59	4,578	44	4,095	3,448	84.2
Metals and Metal Work (except scrap)	6	1,567	6	1,567	1,521	97.1
Paper and its Products	25	4,559	15	2,429	1,870	77.0
Petroleum and its Products	1	x	1	x	x	x
Plumbing and Heating Eqpt. and Spls.	14	1,827	13	x	x	77.4
Tobacco and its Products (except leaf)	23	7,736	18	7,649	5,368	70.2
Waste Materials	42	4,342	15	3,071	2,882	93.8
All Other	26	x	19	1,660	1,399	84.3
CHICAGO, ILL.						
TOTAL	3,999	$1,092,008	2,793	$874,804	$737,287	84.3
Amusement and Sporting Goods	49	5,595	35	3,603	2,464	68.4
Automotive	247	44,112	162	33,673	19,182	57.0
Beer, Wines and Liquors	199	44,230	117	37,700	23,694	62.8
Chemicals and Paints	87	12,751	69	8,621	7,731	89.7
Clothing and Furnishings	260	35,146	196	32,793	30,675	93.5
Coal and Coke	47	33,672	39	33,020	31,716	96.1
Drugs (full line)	10	19,515	7	14,797	12,391	83.7
Drugs and Drug Sundries (specialty lines)	96	13,334	42	10,846	9,623	88.7
Dry Goods (full line)	3	71,996	124	70,678	68,660	97.1
Dry Goods (specialty lines)	149					
Electrical Goods	138	34,937	105	27,862	22,317	80.1
Farm Products - raw materials	53	66,743	31	17,217	12,446	72.3
Farm Products - consumer goods	433	159,081	312	131,464	101,773	77.4
Farm Supplies	23	8,773	15	7,358	4,861	66.1
Furniture and House Furnishings	152	17,795	93	15,199	14,093	92.7
General Merchandise	14	19,571	12	19,391	18,411	94.9
Groceries (full line)	44	73,111	31	55,627	39,828	71.6
Groceries and Foods (specialty lines)	527	122,770	347	99,065	84,622	85.4
Hardware	51	18,193	39	17,342	16,484	95.1
Jewelry and Optical Goods	107	19,139	78	17,812	15,111	84.8
Lumber and Construction Materials	148	33,565	117	28,971	27,474	94.8
Machinery, Equipment and Supplies	377	61,586	296	52,767	48,379	91.7
Metals and Metal Work (except scrap)	46	14,148	41	10,677	10,313	96.6
Paper and its Products	155	39,197	128	37,266	35,540	95.4
Petroleum and its Products	25	3,468	21	3,200	3,015	94.2
Plumbing and Heating Eqpt. and Spls.	88	12,215	62	7,138	6,212	87.0
Tobacco and its Products (except leaf)	65	35,856	44	30,231	23,395	77.4
Waste Materials	190	34,409	75	20,782	20,088	96.7
All Other	216	37,100	155	29,704	26,789	90.2

X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 6.--CREDIT SALES
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS
BY KINDS OF BUSINESS
For Geographic Divisions and for Cities of more than 500,000 Population

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
					Credit sales	
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Amount (add 000)	Per cent
CLEVELAND, OHIO						
TOTAL	1,301	$261,940	932	$213,596	$176,867	82.8
Amusement and Sporting Goods	18	1,475	9	816	677	83.0
Automotive	85	20,023	65	16,441	9,265	56.4
Beer, Wines and Liquors	17	2,292	11	2,038	1,207	59.2
Chemicals and Paints	46	6,234	38	4,621	4,388	95.0
Clothing and Furnishings	73	12,515	57	9,946	9,006	90.5
Coal and Coke	23	7,829	21	7,382	7,286	98.7
Drugs (full line)	3	4,110	2	x	x	88.4
Drugs and Drug Sundries (specialty lines)	19	1,029	12	891	788	88.4
Dry Goods (full line)	4	2,778	2	486	478	98.4
Dry Goods (specialty lines)	27	1,715	19	1,534	1,323	86.2
Electrical Goods	43	10,856	35	10,124	8,899	87.9
Farm Products - raw materials	8	908	5	307	251	81.8
Farm Products - consumer goods	160	26,993	121	22,658	15,395	67.9
Farm Supplies	3	1,183	3	1,183	590	49.9
Furniture and House Furnishings	33	3,867	20	2,105	1,974	93.8
General Merchandise	1	x	1	x	x	x
Groceries (full line)	26	16,067	15	14,136	10,637	75.2
Groceries and Foods (specialty lines)	189	30,121	132	25,837	20,315	78.6
Hardware	15	14,999	12	14,978	14,647	97.8
Jewelry and Optical Goods	24	1,922	13	1,321	1,120	84.8
Lumber and Construction Materials	52	9,463	45	9,075	8,665	95.5
Machinery, Equipment and Supplies	150	17,554	114	16,068	14,217	88.5
Metals and Metal Work (except scrap)	26	15,814	22	10,971	10,818	98.6
Paper and its Products	39	9,350	31	9,140	8,455	92.5
Petroleum and its Products	20	7,763	16	7,581	7,473	98.6
Plumbing and Heating Eqpt. and Spls.	37	4,024	30	2,195	1,986	90.5
Tobacco and its Products (except leaf)	22	13,921	11	7,484	3,611	48.2
Waste Materials	87	12,141	35	7,308	7,243	99.1
All Other	51	x	35	4,033	3,575	88.6
DETROIT, MICH.						
TOTAL	1,493	$319,171	1,030	$260,434	$174,744	67.1
Amusement and Sporting Goods	22	x	15	909	690	75.9
Automotive	118	43,293	76	37,658	7,939	21.1
Beer, Wines and Liquors	26	8,709	10	1,181	354	30.0
Chemicals and Paints	28	6,773	24	4,747	3,314	69.8
Clothing and Furnishings	53	6,668	46	6,108	5,267	86.2
Coal and Coke	19	4,910	13	3,643	3,229	88.6
Drugs (full line)	5	5,326	4	x	x	50.3
Drugs and Drug Sundries (specialty lines)	30	878	20	617	360	58.3
Dry Goods (full line)	3	4,532	3	4,532	4,048	89.3
Dry Goods (specialty lines)	23	4,350	14	3,887	3,535	90.9
Electrical Goods	45	16,299	41	15,936	13,703	86.0
Farm Products - raw materials	11	3,762	10	x	x	88.0
Farm Products - consumer goods	190	42,012	131	33,180	22,934	69.1
Farm Supplies	10	3,409	7	3,351	3,052	91.1
Furniture and House Furnishings	40	4,007	23	3,262	2,762	84.7
General Merchandise	2	x	2	x	x	x
Groceries (full line)	34	16,601	28	15,538	8,376	53.9
Groceries and Foods (specialty lines)	216	27,894	132	22,851	14,933	65.3
Hardware	19	7,591	11	6,109	5,622	92.0
Jewelry and Optical Goods	34	2,136	26	1,716	1,432	83.4
Lumber and Construction Materials	45	8,428	39	8,224	7,497	91.2
Machinery, Equipment and Supplies	160	21,301	120	16,766	14,691	87.6
Metals and Metal Work (except scrap)	37	15,499	33	14,449	14,262	98.7
Paper and its Products	53	13,519	42	12,034	10,480	87.1
Petroleum and its Products	11	929	9	880	383	43.5
Plumbing and Heating Eqpt. and Spls.	38	6,897	30	5,221	4,144	79.4
Tobacco and its Products (except leaf)	58	22,633	40	16,648	5,367	32.2
Waste Materials	99	14,046	36	10,178	9,261	91.0
All Other	64	5,025	45	3,816	2,802	73.4

X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 6.--CREDIT SALES
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS
BY KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
					Credit sales	
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Amount (add 000)	Per-cent
LOS ANGELES, CALIF.						
TOTAL	2,578	$464,665	1,865	$395,296	$308,246	78.0
Amusement and Sporting Goods	70	13,113	49	11,916	11,021	92.5
Automotive	199	38,774	157	30,372	16,282	53.6
Beer, Wines and Liquors	120	23,587	90	17,678	11,963	67.7
Chemicals and Paints	53	6,142	44	5,604	5,197	92.7
Clothing and Furnishings	144	16,858	121	15,218	13,606	89.4
Coal and Coke	3	294	3	294	263	89.5
Drugs (full line)	5	17,898	4	x	x	86.2
Drugs and Drug Sundries (specialty lines)	67	4,793	42	4,168	3,884	93.2
Dry Goods (full line)	5	416	5	416	362	87.0
Dry Goods (specialty lines)	88	15,401	81	15,138	14,156	93.5
Electrical Goods	94	22,526	78	21,648	15,236	70.4
Farm Products - raw materials	26	17,587	14	2,891	2,358	81.6
Farm Products - consumer goods	418	59,082	280	53,198	38,073	71.6
Farm Supplies	19	6,770	15	5,827	5,256	90.2
Furniture and House Furnishings	98	8,818	71	8,080	7,478	92.5
General Merchandise	11	4,167	10	x	x	72.8
Groceries (full line)	56	43,057	44	41,696	24,856	59.6
Groceries and Foods (specialty lines)	294	41,201	192	26,356	19,271	73.1
Hardware	24	13,177	20	12,673	12,079	95.3
Jewelry and Optical Goods	71	8,486	59	7,225	6,195	85.7
Lumber and Construction Materials	68	14,747	56	12,468	11,778	94.5
Machinery, Equipment and Supplies	252	37,485	207	36,272	33,547	92.5
Metals and Metal Work (except scrap)	32	5,742	23	4,940	4,788	96.9
Paper and its Products	52	8,835	46	8,508	7,748	91.1
Petroleum and its Products	15	3,875	10	3,623	3,155	87.1
Plumbing and Heating Eqpt. and Spls.	39	4,607	31	3,946	3,566	90.4
Tobacco and its Products (except leaf)	27	11,452	20	10,733	7,077	65.9
Waste Materials	47	5,824	16	5,049	4,271	84.6
All Other	181	9,951	77	7,876	6,808	86.4
MILWAUKEE, WISC.						
TOTAL	809	$147,029	572	$115,341	$93,881	81.4
Amusement and Sporting Goods	18	1,396	11	662	478	72.2
Automotive	40	4,286	33	3,829	2,813	73.5
Beer, Wines and Liquors	52	9,720	34	6,757	4,020	59.5
Chemicals and Paints	22	1,621	15	997	775	77.7
Clothing and Furnishings	39	3,588	32	3,241	2,982	92.0
Coal and Coke	14	16,548	13	x	x	87.5
Drugs (full line)	4	4,084	3	x	x	91.3
Drugs and Drug Sundries (specialty lines)	11	730	8	722	600	83.1
Dry Goods (full line)	--	--	--	--	--	--
Dry Goods (specialty lines)	8	x	7	x	x	79.8
Electrical Goods	31	7,961	24	7,195	6,572	91.3
Farm Products - raw materials	11	7,272	5	361	156	43.2
Farm Products - consumer goods	73	15,337	60	14,310	9,998	69.9
Farm Supplies	8	2,180	6	2,027	637	31.4
Furniture and House Furnishings	14	x	11	1,530	1,429	93.4
General Merchandise	1	x	1	x	x	x
Groceries (full line)	13	15,005	9	10,700	7,444	69.6
Groceries and Foods (specialty lines)	113	10,051	72	6,995	5,312	75.9
Hardware	13	5,488	12	x	x	95.9
Jewelry and Optical Goods	10	633	8	585	519	88.7
Lumber and Construction Materials	17	2,005	14	1,910	1,735	90.8
Machinery, Equipment and Supplies	106	12,831	84	10,658	9,652	90.6
Metals and Metal Work (except scrap)	6	1,110	5	x	x	76.5
Paper and its Products	20	2,533	16	2,402	2,306	96.0
Petroleum and its Products	7	368	6	x	x	81.5
Plumbing and Heating Eqpt. and Spls.	25	4,891	19	3,627	3,425	94.4
Tobacco and its Products (except leaf)	26	8,333	11	4,586	4,211	91.8
Waste Materials	65	4,132	23	3,560	3,385	95.1
All Other	42	2,434	30	2,153	1,866	86.7

X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 6.--CREDIT SALES
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS
BY KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
					Credit sales	
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Amount (add 000)	Per-cent
NEW YORK, N. Y.						
TOTAL	15,725	$3,974,160	12,698	$3,313,562	$2,955,791	89.2
Amusement and Sporting Goods	276	39,952	203	32,480	29,036	89.4
Automotive	281	76,282	224	53,713	41,436	77.1
Beer, Wines and Liquors	257	95,556	190	87,345	77,636	88.9
Chemicals and Paints	271	116,753	219	103,383	99,758	96.5
Clothing and Furnishings	1,721	343,519	1,488	327,950	312,176	95.2
Coal and Coke	95	62,626	74	59,074	52,008	88.0
Drugs (full line)	11	14,087	8	9,816	9,070	92.4
Drugs and Drug Sundries (specialty lines)	395	52,444	284	39,647	37,520	94.6
Dry Goods (full line)	20	20,817	18	15,689	12,453	79.4
Dry Goods (specialty lines)	2,338	616,021	2,080	594,345	582,451	98.0
Electrical Goods	371	78,100	306	62,103	51,769	83.4
Farm Products - raw materials	684	250,645	587	195,624	179,532	91.8
Farm Products - consumer goods	1,233	402,372	1,044	342,624	291,694	85.1
Farm Supplies	38	14,161	27	6,634	2,769	41.7
Furniture and House Furnishings	845	105,816	686	96,306	87,325	90.7
General Merchandise [1/]	36	216,200	30	114,977	34,010	29.6
Groceries (full line)	61	125,849	55	118,148	112,270	95.0
Groceries and Foods (specialty lines)	1,376	370,604	1,118	302,183	270,535	89.5
Hardware	206	30,656	186	28,700	27,030	94.2
Jewelry and Optical Goods	859	88,797	613	76,269	71,031	93.1
Lumber and Construction Materials	308	51,199	268	39,834	35,781	89.8
Machinery, Equipment and Supplies	1,118	122,638	869	104,589	94,711	90.6
Metals and Metal Work (except scrap)	169	132,850	130	35,805	33,070	92.4
Paper and its Products	664	102,535	572	90,642	86,802	95.8
Petroleum and its Products	49	11,110	37	9,605	8,742	91.0
Plumbing and Heating Eqpt. and Spls.	265	38,164	234	35,773	28,669	80.1
Tobacco and its Products (except leaf)	171	97,327	125	82,252	65,515	79.7
Waste Materials	609	49,768	266	39,042	35,724	91.5
All Other	998	247,312	757	209,010	185,268	88.6
PHILADELPHIA, PA.						
TOTAL	2,665	$533,253	1,887	$425,093	$371,272	87.3
Amusement and Sporting Goods	39	5,608	26	4,419	3,819	86.4
Automotive	95	15,595	80	12,946	6,885	53.2
Beer, Wines and Liquors	89	6,631	22	2,172	1,287	59.3
Chemicals and Paints	41	5,110	33	3,901	3,746	96.0
Clothing and Furnishings	211	23,569	168	22,098	20,798	94.1
Coal and Coke	54	26,681	47	23,066	22,637	98.1
Drugs (full line)	2	11,656	19	4,753	4,168	87.7
Drugs and Drug Sundries (specialty lines)	28					
Dry Goods (full line)	10	5,109	8	3,255	2,843	87.3
Dry Goods (specialty lines)	107	11,743	86	8,857	7,661	86.5
Electrical Goods	75	59,442	63	57,289	55,813	97.4
Farm Products - raw materials	57	37,195	47	27,808	26,107	93.9
Farm Products - consumer goods	301	60,392	239	50,211	40,023	79.7
Farm Supplies	8	945	8	945	728	77.0
Furniture and House Furnishings	101	11,547	66	9,599	8,598	89.6
General Merchandise	3	524	2	X	X	70.0
Groceries (full line)	32	35,654	25	11,960	10,259	85.8
Groceries and Foods (specialty lines)	305	48,358	227	42,260	35,386	83.7
Hardware	29	4,950	20	4,643	4,122	88.8
Jewelry and Optical Goods	79	6,000	29	3,185	1,924	60.4
Lumber and Construction Materials	82	14,904	69	11,683	10,627	91.0
Machinery, Equipment and Supplies	245	29,351	188	24,386	21,425	87.9
Metals and Metal Work (except scrap)	35	10,446	29	9,440	9,277	98.3
Paper and its Products	118	18,822	96	17,441	15,996	91.7
Petroleum and its Products	10	3,347	9	X	X	88.2
Plumbing and Heating Eqpt. and Spls.	85	8,773	73	8,187	6,587	80.5
Tobacco and its Products (except leaf)	70	25,033	44	18,652	15,571	83.5
Waste Materials	178	22,918	58	18,985	16,897	89.0
All Other	176	22,950	106	19,484	15,105	77.5

X Figures withheld to avoid disclosure of individual operations. [1/] Low credit ratio due primarily to a few large exporter-importer establishments.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 6.--CREDIT SALES
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS
BY KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
					Credit sales	
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Amount (add 000)	Per-cent
PITTSBURGH, PA.						
TOTAL	913	$210,745	616	$170,789	$131,597	77.1
Amusement and Sporting Goods	20	2,189	12	1,635	1,343	82.1
Automotive	35	12,243	32	9,114	5,265	57.8
Beer, Wines and Liquors	100	3,627	18	866	279	32.2
Chemicals and Paints	12	808	6	213	187	87.8
Clothing and Furnishings	75	11,571	61	10,508	9,399	89.4
Coal and Coke	9	2,329	9	2,329	2,201	94.5
Drugs (full line)	2	4,238	6	2,913	2,714	93.2
Drugs and Drug Sundries (specialty lines)	9					
Dry Goods (full line)	2	5,475	10	5,008	4,552	90.9
Dry Goods (specialty lines)	19					
Electrical Goods	26	11,329	21	10,955	9,998	91.3
Farm Products - raw materials	3	4,634	1	x	x	x
Farm Products - consumer goods	137	47,576	90	33,357	15,953	47.8
Farm Supplies	7	655	6	x	x	78.0
Furniture and House Furnishings	22	2,999	18	2,774	2,503	90.2
General Merchandise	--	--	--	--	--	--
Groceries (full line)	29	15,712	15	13,910	12,041	86.6
Groceries and Foods (specialty lines)	87	11,802	66	10,829	8,265	76.3
Hardware	13	6,590	11	6,084	5,569	91.5
Jewelry and Optical Goods	20	2,532	14	1,970	1,695	86.0
Lumber and Construction Materials	42	8,388	32	6,540	5,788	88.5
Machinery, Equipment and Supplies	98	15,389	79	13,005	12,183	93.7
Metals and Metal Work (except scrap)	14	4,806	12	4,231	4,120	97.4
Paper and its Products	23	7,423	20	5,432	5,088	93.7
Petroleum and its Products	6	3,136	5	x	x	70.8
Plumbing and Heating Eqpt. and Spls.	23	4,170	19	4,013	3,582	89.3
Tobacco and its Products (except leaf)	15	7,359	7	4,930	4,173	84.6
Waste Materials	30	10,416	15	9,188	9,086	98.9
All Other	35	3,349	31	3,256	2,877	88.4
ST. LOUIS, MO.						
TOTAL	1,249	$378,284	895	$295,168	$256,973	87.1
Amusement and Sporting Goods	18	1,587	10	1,044	869	83.2
Automotive	69	8,024	42	4,694	3,698	78.8
Beer, Wines and Liquors	23	6,716	18	6,116	4,035	66.0
Chemicals and Paints	21	2,616	20	x	x	91.9
Clothing and Furnishings	108	44,914	98	43,636	42,529	97.5
Coal and Coke	27	6,831	20	5,193	4,717	90.8
Drugs (full line)	5	14,381	4	x	x	64.4
Drugs and Drug Sundries (specialty lines)	22	1,619	14	1,006	942	93.6
Dry Goods (full line)	7	43,860	7	43,860	43,418	99.0
Dry Goods (specialty lines)	21	2,565	12	1,856	1,790	96.4
Electrical Goods	39	13,578	28	11,843	9,199	77.7
Farm Products - raw materials	30	29,257	13	10,958	9,606	87.7
Farm Products - consumer goods	163	38,815	128	29,149	21,918	75.2
Farm Supplies	11	5,163	7	2,247	1,581	70.4
Furniture and House Furnishings	20	3,842	15	3,722	3,298	88.6
General Merchandise	4	11,939	2	11,872	11,690	98.5
Groceries (full line)	22	19,075	18	15,502	11,843	76.4
Groceries and Foods (specialty lines)	171	34,142	112	29,127	25,990	89.2
Hardware	16	20,922	15	x	x	90.7
Jewelry and Optical Goods	19	1,664	16	1,257	1,071	85.2
Lumber and Construction Materials	45	7,910	40	5,611	5,144	91.7
Machinery, Equipment and Supplies	110	11,016	82	9,510	8,223	86.5
Metals and Metal Work (except scrap)	12	3,041	11	x	x	96.9
Paper and its Products	45	7,066	34	5,262	4,889	92.9
Petroleum and its Products	13	2,985	10	2,780	2,294	82.5
Plumbing and Heating Eqpt. and Spls.	23	3,449	22	x	x	87.2
Tobacco and its Products (except leaf)	44	11,456	16	9,315	3,943	42.3
Waste Materials	64	6,981	24	3,825	3,412	89.2
All Other	77	12,870	57	9,323	8,820	94.6

X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

TABLE 6 --CREDIT SALES
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS
BY KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

KIND OF BUSINESS	All establishments		Establishments reporting credit sales			
					Credit sales	
	Number	Net sales (add 000)	Number	Sales (cash and credit) (add 000)	Amount (add 000)	Per-cent
SAN FRANCISCO, CALIF.						
TOTAL	1,730	$462,921	1,305	$374,877	$318,884	85.1
Amusement and Sporting Goods	36	3,174	26	2,358	2,007	85.1
Automotive	81	29,518	68	25,063	11,372	45.4
Beer, Wines and Liquors	108	16,269	82	12,303	10,040	81.6
Chemicals and Paints	32	4,976	29	4,670	4,530	97.0
Clothing and Furnishings	95	x	84	9,940	9,225	92.8
Coal and Coke	7	696	4	621	276	44.4
Drugs (full line)	4	10,770	3	x	x	93.3
Drugs and Drug Sundries (specialty lines)	36	3,032	25	2,008	1,983	98.8
Dry Goods (full line)	3	13,271	55	12,115	11,543	95.3
Dry Goods (specialty lines)	60					
Electrical Goods	61	18,896	52	18,552	17,885	96.4
Farm Products - raw materials	42	38,836	33	20,849	12,440	59.7
Farm Products - consumer goods	123	39,354	102	30,770	25,028	81.3
Farm Supplies	16	11,622	12	8,705	6,721	77.2
Furniture and House Furnishings	61	7,114	49	6,759	6,495	96.1
General Merchandise	10	27,479	9	x	x	81.4
Groceries (full line)	28	22,997	17	18,833	17,682	93.9
Groceries and Foods (specialty lines)	233	77,522	167	59,457	51,985	87.4
Hardware	28	11,001	26	10,946	10,732	98.0
Jewelry and Optical Goods	54	6,640	45	6,123	5,738	93.7
Lumber and Construction Materials	51	15,328	49	14,007	13,574	96.9
Machinery, Equipment and Supplies	190	25,069	164	22,593	19,962	88.4
Metals and Metal Work (except scrap)	24	4,064	20	3,855	3,773	97.9
Paper and its Products	36	6,515	32	6,443	5,798	90.0
Petroleum and its Products	7	189	3	172	166	96.5
Plumbing and Heating Eqpt. and Spls.	27	4,692	26	x	x	92.4
Tobacco and its Products (except leaf)	18	38,491	15	38,348	36,093	94.1
Waste Materials	46	4,318	19	3,045	2,306	75.7
All Other	213	x	89	5,762	5,151	89.4

X Figures withheld to avoid disclosure of individual operations.

WHOLESALE DISTRIBUTION: 1935

VOLUME VII

SECTION TWO

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS

The extent to which wholesalers sell to retailers, to household consumers, to industrial users, to other wholesalers, and for export to buyers in foreign countries is shown in the following pages. The statistics are presented in summary for the United States, for the 9 geographic divisions and for the 13 cities having more than 500,000 population in 1930. For the United States as a whole, the data are shown for 6 functional type-groups by 142 kinds of business, while for the geographic divisions and the 13 largest cities, they are presented for the 6 types by 29 kind-of-business groups. Naturally, there is considerable variation in the extent to which the different wholesale establishments, type and kind, sell to the various classes of customers.

Not all the establishments reported the distribution of their sales, partly because of inadequate records. The table shows, for each type and kind, the number of establishments and net sales of all establishments; and then presents an analysis of sales for those reporting a distribution by classes of customers. For the latter group, it shows the total sales analyzed, and a division between sales in the domestic market and export sales to buyers in foreign countries. The domestic business is divided into sales to retailers for resale, to household consumers, to industrial users and to other wholesalers. From these data it is possible, among other things, to determine the amount of duplication in the total wholesale sales figures due to the fact that some establishments sell to other wholesale organizations.

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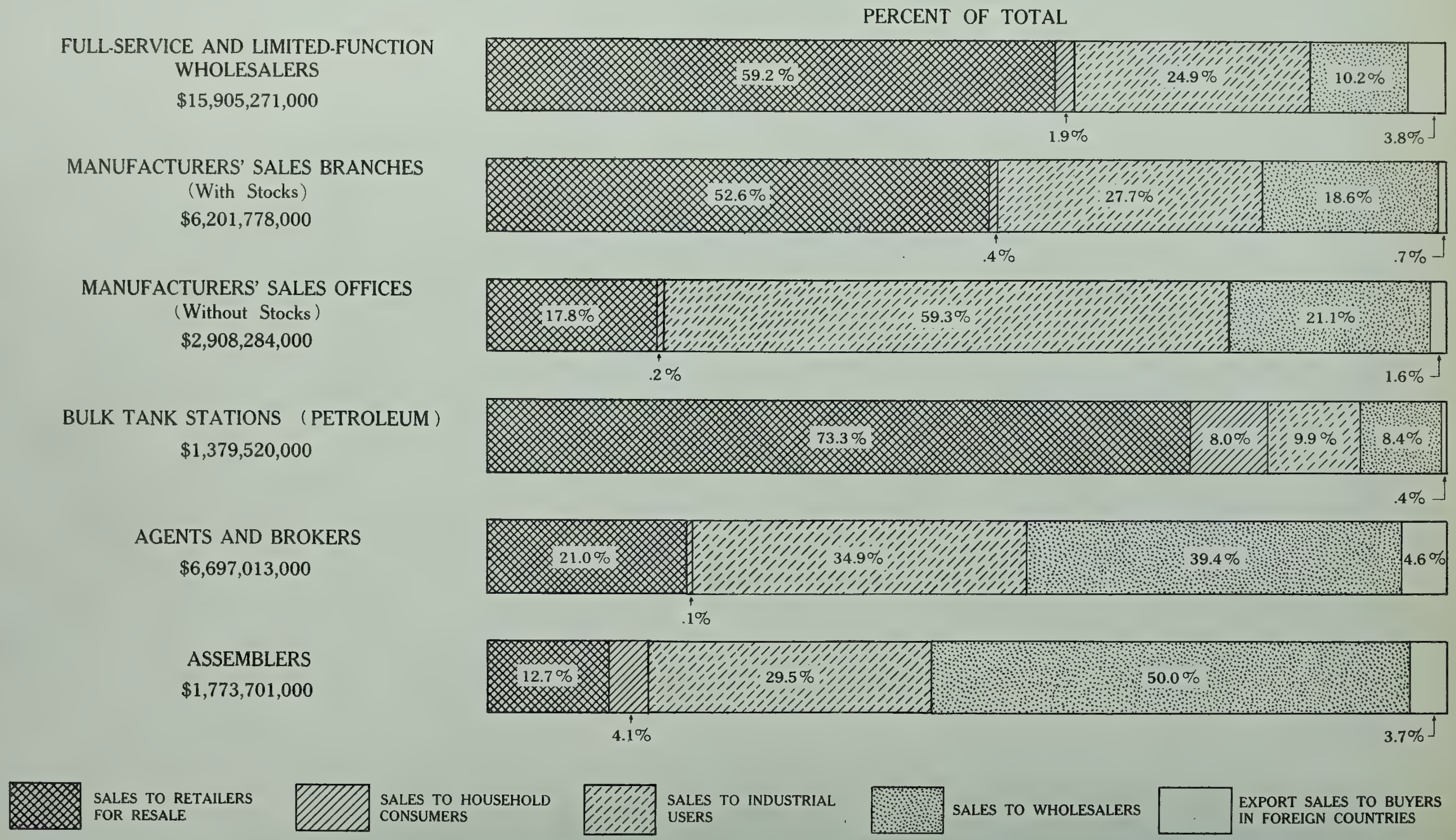
WHOLESALE DISTRIBUTION: 1935

CHART II. - SALES BY TYPES OF OPERATION AND BY CLASSES OF CUSTOMERS



BUREAU OF THE CENSUS

UNITED STATES SUMMARY

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers										
			Total of sales analyzed	to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
	Number	Total net sales (add 000)	(add 000)	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent
UNITED STATES TOTAL	176,756	$42,802,913	$34,865,567	$15,837,640	45.4	$510,282	1.5	$10,402,873	29.8	$7,035,587	20.2	$1,079,185	3.1
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	88,931	17,661,691	15,905,271	9,415,112	59.2	292,723	1.9	3,965,541	24.9	1,624,555	10.2	607,340	3.8
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	11,634	7,446,014	6,201,778	3,264,247	52.6	23,511	.4	1,715,990	27.7	1,152,245	18.6	45,785	.7
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	4,196	3,620,074	2,908,284	516,943	17.8	4,246	.2	1,725,091	59.3	614,083	21.1	47,921	1.6
BULK TANK STATIONS (PETROLEUM)	27,333	2,704,047	1,379,520	1,011,790	73.3	109,711	8.0	136,310	9.9	116,223	8.4	5,486	.4
AGENTS AND BROKERS	18,147	8,908,076	6,697,013	1,404,481	21.0	7,183	.1	2,336,177	34.9	2,642,404	39.4	306,768	4.6
ASSEMBLERS	26,515	2,463,011	1,773,701	225,067	12.7	72,908	4.1	523,764	29.5	886,077	50.0	65,885	3.7
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	88,931	17,661,691	15,905,271	9,415,112	59.2	292,723	1.9	3,965,541	24.9	1,624,555	10.2	607,340	3.8
Amusement and Sporting Goods	1,068	117,045	98,964	52,906	53.4	1,938	2.0	38,527	38.9	5,027	5.1	566	.6
Cameras and motion picture eqpt. and spls.	74	4,897	3,602	1,768	49.1	171	4.7	579	16.1	1,075	29.8	9	.3
Moving picture films	191	38,268	28,618	2,648	9.3	--	--	25,781	90.0	--	--	189	.7
Sporting goods (full line)	134	17,020	15,627	12,133	77.6	974	6.2	2,055	13.2	379	2.4	86	.6
Toys, novelties and fireworks	461	35,393	31,671	27,104	85.6	545	1.7	958	3.0	2,875	9.1	189	.6
All other	208	21,467	19,446	9,253	47.5	248	1.3	9,154	47.1	698	3.6	93	.5
Automotive	5,672	780,424	684,606	500,146	73.1	79,006	11.5	35,982	5.3	40,686	5.9	28,786	4.2
Automobiles and other motor vehicles	399	378,726	339,053	245,195	72.3	57,443	16.9	8,269	2.4	5,892	1.8	22,254	6.6
Automotive equipment	4,840	349,186	296,977	214,779	72.3	19,142	6.4	25,099	8.5	33,088	11.1	4,869	1.7
Tires and tubes	433	52,512	48,576	40,172	82.7	2,421	5.0	2,614	5.4	1,706	3.5	1,663	3.4
Beer, Wines and Liquors	5,496	698,511	655,792	556,430	84.8	11,471	1.8	19,642	3.0	67,842	10.3	407	.1
Beer and other fermented malt liquors	4,016	281,259	264,866	244,955	92.5	5,618	2.1	2,860	1.1	11,112	4.2	321	.1
Wines and liquors	1,480	417,252	390,926	311,475	79.7	5,853	1.5	16,782	4.3	56,730	14.5	86	--
Chemicals and Paints	1,426	275,301	245,394	43,800	17.8	5,507	2.2	142,469	58.1	34,784	14.2	18,834	7.7
Dyestuffs	57	15,816	15,346	2,078	13.5	3	--	11,231	73.2	2,020	13.2	14	.1
Explosives	26	1,615	1,289	216	16.8	36	2.8	1,009	78.2	28	2.2	--	--
Industrial chemicals	204	80,310	73,247	4,931	6.7	50	.1	53,912	73.6	10,461	14.3	3,893	5.3
Naval stores	36	33,148	26,079	2,974	11.4	--	--	6,652	25.5	9,646	37.0	6,807	26.1
Paints and varnishes	772	66,328	58,292	28,752	49.2	5,115	8.8	17,360	29.8	6,799	11.7	266	.5
All other	331	78,084	71,141	4,849	6.8	303	.5	52,305	73.5	5,830	8.2	7,854	11.0
Clothing and Furnishings	3,960	648,881	626,195	563,695	90.0	2,943	.5	29,738	4.7	24,468	3.9	5,351	.9
Clothing and/or furnishings (full line)	574	65,505	61,180	54,647	89.3	420	.7	2,013	3.3	2,543	4.2	1,557	2.5
Men's and boys'	1,001	117,443	110,786	101,064	91.2	1,028	.9	3,294	3.0	5,115	4.6	285	.3
Women's and children's	1,085	233,602	229,549	216,120	94.1	835	.4	597	.3	9,910	4.3	2,087	.9
Furs, dressed and fur clothing	277	33,093	32,422	21,112	65.1	392	1.2	7,195	22.2	3,494	10.8	229	.7
Hosiery	202	35,657	34,494	33,272	96.5	46	.1	44	.1	764	2.2	368	1.1
Millinery and millinery supplies	360	42,161	39,729	22,827	57.5	86	.2	14,497	36.5	2,304	5.8	15	--
Shoes and other footwear	461	121,420	118,035	114,653	97.1	136	.1	2,098	1.8	338	.3	810	.7
Coal and Coke	773	368,695	307,683	126,392	41.1	13,777	4.5	154,343	50.2	10,911	3.5	2,260	.7

(continued)

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* Including those from which no analysis by classes of customers was obtainable.

UNITED STATES SUMMARY

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers											
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
				Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent	Amount (add 000)	Per cent
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (continued)													
Drugs (full line)	295	$324,113	$286,760	$275,951	96.2	$922	.3	$7,997	2.8	$1,779	.6	$111	.1
Drugs and Drug Sundries (specialty lines)	1,268	123,469	102,547	73,184	71.3	1,188	1.2	6,141	6.0	20,293	19.8	1,741	1.7
Drug specialties	342	29,554	24,953	17,351	69.5	836	3.4	3,579	14.3	2,776	11.1	411	1.7
Patent medicines	215	21,995	12,780	8,161	63.8	178	1.4	125	1.0	3,521	27.6	795	6.2
Toilet articles and preparations	426	40,671	37,755	31,184	82.6	82	.2	1,865	4.9	4,349	11.5	275	.8
All other	285	31,249	27,059	16,488	60.9	92	.3	572	2.1	9,647	35.7	260	1.0
Dry Goods (full line)	306	265,724	210,886	204,870	97.1	1,086	.5	3,898	1.8	768	.4	264	.2
Dry Goods (specialty lines)	3,301	719,676	644,416	201,914	31.3	1,915	.3	356,191	55.3	68,729	10.7	15,667	2.4
Notions	915	96,778	89,433	40,045	44.8	139	.2	39,941	44.7	8,877	9.9	431	.4
Piece goods	1,873	593,867	527,373	145,930	27.7	1,519	.3	308,127	58.4	57,099	10.8	14,698	2.8
All other	513	29,031	27,610	15,939	57.7	257	.9	8,123	29.4	2,753	10.0	538	2.0
Electrical Goods	2,438	576,542	535,414	293,749	54.8	15,672	2.9	137,871	25.8	72,230	13.5	15,892	3.0
Electrical merchandise (full line)	419	184,233	175,677	88,160	50.1	2,049	1.2	82,685	47.1	2,651	1.5	132	.1
Apparatus and equipment	199	20,931	16,907	4,521	26.7	367	2.2	5,292	31.3	1,233	7.3	5,494	32.5
Wiring supplies and construction material	734	76,859	68,784	33,006	48.0	1,089	1.6	27,529	40.0	6,944	10.1	216	.3
Radios, refrigerators and appliances	1,086	294,519	274,046	168,062	61.3	12,167	4.4	22,365	8.2	61,402	22.4	10,050	3.7
Farm Products - raw materials	2,199	1,562,487	1,393,985	72,912	5.2	5,252	.4	808,368	58.0	207,565	14.9	299,888	21.5
Cotton	263	518,244	480,406	2,150	.4	162	--	190,995	39.8	51,730	10.8	235,369	49.0
Grain	474	483,949	406,201	41,947	10.3	4,287	1.1	236,580	58.2	91,648	22.6	31,739	7.8
Hides, skins, and furs (raw)	874	189,342	179,503	18,952	10.6	247	.1	115,513	64.3	36,961	20.6	7,830	4.4
Horses and mules	9	1,056	262	--	--	--	--	90	34.4	21	8.0	151	57.6
Livestock	26	2,557	2,436	986	40.5	117	4.8	250	10.3	1,002	41.1	81	3.3
Silk (raw)	16	67,393	67,316	50	.1	--	--	65,163	96.8	1,337	2.0	766	1.1
Tobacco (leaf)	224	73,938	53,243	2,105	3.9	5	--	23,693	44.5	7,653	14.4	19,787	37.2
Wool and mohair	135	156,173	146,466	840	.6	138	.1	135,511	92.5	9,286	6.3	691	.5
All other	178	69,835	58,152	5,882	10.1	296	.5	40,573	69.8	7,927	13.6	3,474	6.0
Farm Products - consumer goods	11,188	1,941,059	1,830,762	1,286,124	70.3	40,676	2.2	138,715	7.6	357,742	19.5	7,505	.4
Dairy products	2,178	427,966	380,410	225,764	59.3	25,465	6.7	32,981	8.7	95,942	25.2	258	.1
Poultry and poultry products	1,778	230,602	205,419	134,114	65.3	4,058	2.0	16,279	7.9	50,509	24.6	459	.2
Dairy and poultry products	1,019	304,576	293,544	191,503	65.2	5,722	2.0	47,947	16.3	48,191	16.4	181	.1
Fruits and vegetables (fresh)	6,164	972,532	946,221	731,589	77.3	5,352	.6	40,780	4.3	161,893	17.1	6,607	.7
All other	49	5,383	5,168	3,154	61.0	79	1.5	728	14.1	1,207	23.4	--	--
Farm Supplies	1,433	281,731	223,703	138,637	62.0	12,650	5.6	34,251	15.3	35,104	15.7	3,061	1.4
Feed	951	149,087	123,840	78,912	63.7	8,118	6.6	19,310	15.6	15,736	12.7	1,764	1.4
Fertilizer	78	32,015	16,816	5,064	30.1	298	1.8	8,752	52.0	2,082	12.4	620	3.7
Seeds	354	90,759	80,015	53,182	66.5	4,113	5.1	5,573	7.0	16,470	20.6	677	.8
All other	50	9,870	3,032	1,479	48.8	121	4.0	616	20.3	816	26.9	--	--

* Including those from which no analysis by classes of customers was obtainable.

UNITED STATES SUMMARY

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers											
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
				Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (continued)													
Furniture and House Furnishings	1,959	$243,457	$228,950	$197,845	86.4	$4,610	2.0	$15,658	6.8	$10,220	4.5	$617	.3
China, glassware and crockery	321	33,497	28,066	22,933	81.7	715	2.5	2,745	9.8	1,423	5.1	250	.9
Floor coverings	366	89,021	86,561	81,861	94.6	559	.7	2,722	3.1	1,332	1.5	87	.1
Furniture (household and office)	375	38,164	36,582	29,045	79.4	2,156	5.9	4,334	11.8	977	2.7	70	.2
House furnishings (except as specified)	784	69,327	65,215	53,104	81.4	667	1.0	5,847	9.0	5,490	8.4	107	.2
Musical instruments and sheet music	113	13,448	12,526	10,902	87.0	513	4.1	10	.1	998	8.0	103	.8
General Merchandise	209	361,647	359,276	125,999	35.1	2,320	.6	137,394	38.2	16,134	4.5	77,429	21.6
Groceries (full line)	3,833	1,953,762	1,805,344	1,697,827	94.0	7,421	.4	63,928	3.5	33,533	1.9	2,635	.2
Groceries and Foods (specialty lines)	12,156	1,682,961	1,543,258	1,055,937	68.4	24,693	1.6	201,314	13.0	247,830	16.1	13,484	.9
Canned goods	291	77,222	74,181	51,465	69.4	391	.5	7,137	9.6	12,944	17.5	2,244	3.0
Coffee, tea and spices	964	220,488	194,797	95,171	48.8	1,560	.8	20,034	10.3	76,723	39.4	1,309	.7
Confectionery	2,070	111,867	105,409	97,130	92.1	825	.8	1,120	1.1	6,295	6.0	39	--
Fish and sea foods	1,285	120,054	114,202	79,817	69.9	2,275	2.0	9,927	8.7	21,464	18.8	719	.6
Flour	505	77,909	73,785	40,902	55.4	1,644	2.2	18,502	25.1	12,673	17.2	64	.1
Meats and meat products	2,218	441,852	418,429	295,365	70.6	11,021	2.6	72,998	17.4	37,110	8.9	1,935	.5
Soft drinks	429	20,815	19,272	16,621	86.2	502	2.6	498	2.6	1,580	8.2	71	.4
Sugar	126	62,382	46,413	27,060	58.3	84	.2	13,633	29.4	5,636	12.1	--	--
Other food and grocery specialties	4,268	550,372	496,770	352,406	70.9	6,391	1.3	57,465	11.6	73,405	14.8	7,103	1.4
Hardware	1,129	428,249	349,699	248,925	71.2	15,176	4.3	73,641	21.1	9,722	2.8	2,235	.6
Hardware (full line)	610	387,020	313,799	228,686	72.9	13,886	4.4	63,086	20.1	6,129	2.0	2,012	.6
Hardware (specialty lines)	519	41,229	35,900	20,239	56.4	1,290	3.6	10,555	29.4	3,593	10.0	223	.6
Jewelry and Optical Goods	1,801	180,685	167,076	138,243	82.7	1,764	1.1	12,983	7.8	13,357	8.0	729	.4
Jewelry (full line)	224	42,107	39,678	37,300	94.0	1,034	2.6	197	.5	811	2.0	336	.9
Clocks and watches	160	29,198	28,582	26,828	93.9	43	.1	169	.6	1,538	5.4	4	--
Diamonds and other precious stones	274	27,732	25,222	12,042	47.8	55	.2	6,944	27.5	6,152	24.4	29	.1
Other jewelry specialties	758	53,834	46,774	37,438	80.0	503	1.1	5,391	11.5	3,093	6.6	349	.8
Optical goods	385	27,814	26,820	24,635	91.8	129	.5	282	1.1	1,763	6.6	11	--
Lumber and Construction Materials	2,817	491,857	410,248	195,831	47.7	11,712	2.9	157,265	38.3	34,549	8.4	10,891	2.7
Builders' supplies (full line)	504	76,051	60,060	30,102	50.1	3,127	5.2	23,634	39.4	3,153	5.2	44	.1
Lumber and millwork	1,597	339,092	284,932	144,386	50.7	6,955	2.5	95,821	33.6	27,161	9.5	10,609	3.7
Brick, tile and terra cotta	119	8,732	7,543	3,008	39.9	129	1.7	4,102	54.4	304	4.0	--	--
Cement, lime and plaster	130	18,956	17,106	4,784	28.0	651	3.8	11,301	66.1	370	2.1	--	--
Glass	262	21,638	17,567	8,953	51.0	496	2.8	6,349	36.1	1,686	9.6	83	.5
Sand, gravel and crushed stone	110	10,257	8,185	1,162	14.2	249	3.1	6,296	76.9	453	5.5	25	.3
All other	95	17,131	14,855	3,436	23.1	105	.7	9,762	65.7	1,422	9.6	130	.9

(continued)

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* Including those from which no analysis by classes of customers was obtainable

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers										
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
				Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (continued)													
Machinery, Equipment and Supplies	7,198	$835,647	$702,871	$137,461	19.5	$7,969	1.1	$507,249	72.2	$43,348	6.2	$6,844	1.0
Commercial mchnry, eqpt., and spls.													
Office (except furniture)	194	14,308	9,336	2,390	25.6	72	.8	5,093	54.5	1,318	14.1	463	5.0
Store, restaurant and hotel	673	44,860	35,804	9,455	26.4	378	1.1	23,446	65.5	2,042	5.7	483	1.3
All other	68	5,195	4,687	2,247	47.9	438	9.3	1,493	31.9	455	9.7	54	1.2
Farm and dairy machinery and equipment	336	45,250	37,200	21,256	57.1	1,735	4.7	12,397	33.3	1,748	4.7	64	.2
Industrial equipment and supplies													
Industrial (full line)	189	79,828	68,772	8,270	12.0	548	.8	58,174	84.6	1,686	2.5	94	.1
Belting, hose and packing	168	12,281	9,803	1,483	15.1	96	1.0	7,082	72.3	1,108	11.3	34	.3
Power transmission equipment	66	6,778	5,139	407	7.9	39	.8	4,156	80.9	513	10.0	24	.4
Rope, cordage and twine	56	14,087	11,805	4,727	40.0	11	.1	3,064	26.0	3,914	33.2	89	.7
All other	1,028	102,508	89,922	12,223	13.6	788	.9	67,551	75.1	8,300	9.2	1,060	1.2
Industrial machinery													
Construction (including road building)	277	53,831	40,177	1,411	3.5	97	.3	38,218	95.1	451	1.1	--	--
Machine tools	79	10,689	10,247	1,501	14.6	40	.4	8,409	82.1	279	2.7	18	.2
Mining and quarrying	87	11,184	8,918	769	8.6	131	1.5	7,392	82.9	621	6.9	5	.1
Oil well and oil refining	759	152,273	140,332	2,171	1.5	194	.2	134,049	95.5	1,537	1.1	2,381	1.7
Power plant	65	5,806	3,885	835	21.5	50	1.3	2,627	67.6	348	9.0	25	.6
Textile	48	5,149	4,639	380	8.2	11	.2	4,035	87.0	37	.8	176	3.8
Used machinery and equipment	192	11,851	8,681	751	8.7	72	.8	7,446	85.8	301	3.5	111	1.2
All other	354	24,292	18,404	1,712	9.3	308	1.7	12,907	70.1	2,886	15.7	591	3.2
Professional equipment and supplies													
Dental	256	23,202	18,144	5,493	30.3	10	.1	11,985	66.0	581	3.2	75	.4
Surgical, medical and hospital	203	26,033	18,969	3,412	18.0	335	1.8	14,101	74.3	949	5.0	172	.9
All other	252	30,121	24,367	7,751	31.8	993	4.1	13,734	56.4	1,765	7.2	124	.5
Service equipment and supplies													
Barber and beauty parlor	645	38,348	31,510	18,779	59.6	435	1.4	7,949	25.2	4,302	13.7	45	.1
Laundry	138	21,768	19,371	3,646	18.8	379	2.0	13,902	71.8	1,443	7.4	1	--
Upholsterers'	200	25,636	24,148	12,003	49.7	53	.2	10,937	45.3	1,024	4.2	131	.6
All other	623	34,516	27,116	10,256	37.8	327	1.2	12,867	47.5	3,636	13.4	30	.1
Transportation equipment and supplies													
Aircraft and aeronautical	15	1,445	1,145	210	18.3	19	1.7	152	13.3	408	35.6	356	31.1
Railroad	33	16,588	16,322	98	.6	--	--	15,315	93.8	741	4.6	168	1.0
Boats (including motor, sail and steam)	71	5,447	4,847	2,014	41.6	251	5.2	1,998	41.2	583	12.0	1	--
All other	123	12,373	9,181	1,811	19.7	159	1.7	6,770	73.7	372	4.1	69	.8
Metals and Metal Work (except scrap)	810	281,996	245,813	23,709	9.6	606	.3	151,057	61.5	20,970	8.5	49,471	20.1
Iron and steel (except structural)	345	114,884	98,776	7,482	7.6	224	.3	53,964	54.6	4,861	4.9	32,245	32.6
Structural iron and steel	93	18,965	12,327	929	7.5	118	1.0	10,411	84.5	869	7.0	--	--
Wire, wire fence and wire rope	61	7,759	7,936	4,305	54.2	145	1.8	3,023	38.1	448	5.7	15	.2
Copper	19	4,635	4,560	264	5.8	10	.2	3,698	81.1	568	12.5	20	.4
Sheet metal products	179	40,243	35,717	9,195	25.7	101	.3	18,637	52.2	6,970	19.5	814	2.3
Other metals and metal work	113	95,510	86,497	1,534	1.8	8	--	61,324	70.9	7,254	8.4	16,377	18.9
(continued)													

* Including those from which no analysis by classes of customers was obtainable.

UNITED STATES SUMMARY

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers											
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
				Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (continued)													
Paper and Its Products	2,549	$408,935	$355,025	$165,144	46.5	$2,975	.9	$138,152	38.9	$45,126	12.7	$3,628	1.0
Wrapping or coarse paper and products	1,572	291,576	250,992	120,580	48.0	1,378	.5	94,318	37.6	31,782	12.7	2,934	1.2
Fine or printing and writing paper	211	62,540	56,782	16,768	29.5	226	.4	30,796	54.2	8,381	14.8	611	1.1
Stationery and stationery supplies	504	38,209	33,520	18,833	56.2	813	2.4	9,209	27.5	4,584	13.7	81	.2
Wall paper	262	16,610	13,731	8,963	65.2	558	4.1	3,829	27.9	379	2.8	2	--
Petroleum and Its Products	674	132,399	89,244	50,261	56.3	4,183	4.7	20,948	23.5	11,754	13.2	2,098	2.3
Plumbing and Heating Equipment and Supplies	1,743	243,173	199,635	113,609	56.9	4,765	2.4	64,455	32.3	15,593	7.8	1,213	.6
Plumbing and heating (full line)	508	119,862	90,769	57,923	63.8	1,773	2.0	26,819	29.5	4,254	4.7	--	--
Heating (including stoves and ranges)	224	24,682	22,030	10,155	46.1	860	3.9	7,025	31.9	3,964	18.0	26	.1
Plumbing fixtures, equipment and supplies	865	88,465	78,827	40,285	51.1	1,808	2.3	28,725	36.4	6,833	8.7	1,176	1.5
All other	146	10,164	8,009	5,246	65.5	324	4.0	1,886	23.5	542	6.8	11	.2
Tobacco and Its Products (except leaf)	2,253	783,368	747,782	688,001	92.0	4,926	.7	4,229	.6	50,510	6.7	116	--
Waste Materials	4,793	399,664	356,607	11,563	3.2	1,205	.3	263,780	74.0	56,618	15.9	23,441	6.6
Iron and steel scrap	1,456	166,181	151,451	2,532	1.7	590	.4	117,813	77.8	15,833	10.5	14,683	9.6
Junk and scrap (full line)	1,537	79,537	69,575	4,700	6.8	551	.8	43,604	62.7	17,890	25.7	2,830	4.0
Waste paper, rags and rubber	1,578	125,994	111,103	3,993	3.6	50	.1	82,689	74.4	20,210	18.2	4,161	3.7
Nonferrous metals	222	27,952	24,478	338	1.4	14	.1	19,674	80.3	2,685	11.0	1,767	7.2
All Other Products	4,184	550,233	497,336	174,047	35.0	4,395	.9	239,355	48.1	67,363	13.6	12,176	2.4
Books, periodicals and newspapers	636	108,550	98,388	77,316	78.6	1,661	1.7	12,321	12.5	6,467	6.6	623	.6
Flowers and nursery stock	539	25,124	23,888	20,473	85.7	354	1.5	464	1.9	2,592	10.9	5	--
Forest products (except lumber)	550	80,373	72,432	5,656	7.8	136	.2	45,612	63.0	19,290	26.6	1,738	2.4
Leather and leather goods	1,057	104,873	94,742	35,399	37.4	449	.5	46,610	49.2	10,033	10.6	2,251	2.3
Oils and greases (animal and vegetable)	77	43,212	41,731	4,395	10.5	4	--	25,694	61.6	10,715	25.7	923	2.2
Rubber (crude)	27	62,436	58,994	1,800	3.1	--	--	51,862	87.9	2,553	4.3	2,779	4.7
Textiles and materials other than dry goods	305	35,445	25,944	7,632	29.4	132	.5	10,296	39.7	5,984	23.1	1,900	7.3
Yarns	175	41,562	39,830	6,527	16.4	208	.5	28,199	70.8	4,252	10.7	644	1.6
Miscellaneous kinds of business	818	48,658	41,387	14,849	35.9	1,451	3.5	18,297	44.2	5,477	13.2	1,313	3.2
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	11,634	7,446,014	6,201,778	3,264,247	52.6	23,511	.4	1,715,990	27.7	1,152,245	18.6	45,785	.7
Amusement and Sporting Goods	241	102,090	60,996	27,767	45.5	1,197	2.0	21,114	34.6	3,571	5.9	7,347	12.0
Moving picture films	93	42,408	42,363	17,551	41.4	--	--	17,880	42.2	--	--	6,932	16.4
Sporting goods (full line)	58	14,863	14,807	8,913	60.2	1,191	8.0	2,109	14.2	2,427	16.4	167	1.2
Toys, novelties and fireworks	16	4,838	1,599	247	15.4	6	.4	--	--	1,108	69.3	238	14.9
All other	74	39,981	2,227	1,056	47.4	--	--	1,125	50.5	36	1.6	10	.5

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* Including those from which no analysis by classes of customers was obtainable.

UNITED STATES SUMMARY

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers											
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
				Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent
MANUFACTURES SALES BRANCHES (WITH STOCKS) (continued)													
Automotive	896	$1,261,865	$1,061,376	$959,985	90.4	$1,427	.1	$68,705	6.5	$31,069	2.9	$190	.1
Automobiles and other motor vehicles	432	1,006,177	904,630	843,402	93.2	1,022	.1	58,142	6.4	2,045	.3	19	--
Automotive equipment	193	46,950	31,494	8,458	26.9	2	--	6,770	21.5	16,093	51.1	171	.5
Tires and tubes	271	208,738	125,252	108,125	86.3	403	.4	3,793	3.0	12,931	10.3	--	--
Beer, Wines and Liquors	377	265,812	195,144	39,855	20.4	725	.4	22,526	11.5	131,915	67.6	123	.1
Beer and other fermented malt liquors	261	68,275	56,945	27,249	47.8	563	1.0	1,856	3.3	27,160	47.7	117	.2
Wines and liquors	116	197,537	138,199	12,606	9.1	162	.1	20,670	15.0	104,755	75.8	6	--
Chemicals and Paints	561	427,535	400,909	68,919	17.2	1,833	.5	277,592	69.2	41,845	10.4	10,720	2.7
Dyestuffs	33	33,614	33,576	--	--	--	--	24,430	72.8	9,146	27.2	--	--
Explosives	43	32,377	32,340	4,443	13.7	15	.1	27,110	83.8	435	1.3	337	1.1
Industrial chemicals	73	122,582	119,662	6,525	5.5	--	--	94,773	79.1	13,036	10.9	5,328	4.5
Paints and varnishes	265	168,189	157,501	52,296	33.2	1,810	1.1	81,092	51.5	18,043	11.5	4,260	2.7
All other	147	70,773	57,830	5,655	9.8	8	--	50,187	86.8	1,185	2.0	795	1.4
Clothing and Furnishings	345	282,163	274,881	261,907	95.3	370	.1	1,144	.4	10,165	3.7	1,295	.5
Clothing and/or furnishings	20	8,917	8,191	5,960	72.8	74	.9	239	2.9	1,918	23.4	--	--
Men's and boys'	137	98,279	96,186	89,498	93.0	59	.1	654	.7	5,855	6.1	120	.1
Women's and children's	103	47,808	45,871	43,622	95.1	15	--	89	.2	2,028	4.4	117	.3
Furs, dressed and fur clothing	5	622	604	604	100.0	--	--	--	--	--	--	--	--
Hosiery	14	13,550	12,206	11,166	91.5	222	1.8	--	--	--	--	818	6.7
Millinery and millinery supplies	11	1,320	1,265	1,234	97.5	--	--	18	1.4	9	.7	4	.4
Shoes and other footwear	55	111,667	110,558	109,823	99.4	--	--	144	.1	355	.3	236	.2
Coal and Coke	10	8,331	8,309	3,535	42.5	2,185	26.3	2,589	31.2	--	--	--	--
Drugs and Drug Sundries	270	128,468	101,864	59,791	58.7	115	.1	10,124	9.9	30,346	29.8	1,488	1.5
Drug specialties	115	73,163	53,991	26,422	48.9	4	--	8,705	16.1	17,817	33.0	1,043	2.0
Patent medicines	38	23,391	19,207	10,461	54.5	33	.2	100	.5	8,222	42.8	391	2.0
Toilet articles and preparations	99	27,153	23,966	19,271	80.4	70	.3	1,319	5.5	3,252	13.6	54	.2
All other	18	4,761	4,700	3,637	77.4	8	.2	--	--	1,055	22.4	--	--
Dry Goods	208	180,322	142,391	34,749	24.4	15	--	99,685	70.0	7,656	5.4	286	.2
Electrical Goods	428	349,819	320,835	45,351	14.1	2,633	.8	236,748	73.8	35,353	11.0	750	.3
Farm Products - consumer goods	327	71,570	54,298	33,681	62.0	2,254	4.2	1,612	3.0	14,819	27.3	1,932	3.5
Farm Supplies	74	31,785	17,576	3,558	20.2	1,055	6.0	4,745	27.0	8,148	46.4	70	.4
Feed	30	2,904	1,923	1,359	70.7	151	7.9	202	10.5	211	10.9	--	--
Fertilizer	39	28,409	15,184	1,948	12.8	904	6.0	4,325	28.5	7,937	52.3	70	.4
All other	5	472	469	251	53.5	--	--	218	46.5	--	--	--	--

(continued)

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* Including those from which no analysis by classes of customers was obtainable.

UNITED STATES SUMMARY

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers											
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale Amount (add 000)	to Retailers for resale Per-cent	to Household consumers Amount (add 000)	to Household consumers Per-cent	to Industrial users Amount (add 000)	to Industrial users Per-cent	to Wholesalers Amount (add 000)	to Wholesalers Per-cent	Export sales to buyers in foreign countries Amount (add 000)	Export sales to buyers in foreign countries Per-cent
MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (continued)													
Furniture and House Furnishings	250	$78,959	$75,497	$59,347	78.6	$621	.8	$8,094	10.7	$7,324	9.7	$111	.2
Floor coverings	50	28,443	28,431	22,247	78.2	10	--	189	.7	5,985	21.1	--	--
Furniture (household and office)	121	32,292	29,842	23,903	80.1	10	--	5,125	17.2	697	2.3	107	.4
House furnishings (except as specified)	72	15,867	15,591	12,332	79.1	167	1.1	2,556	16.4	532	3.4	4	--
All other	7	2,357	1,633	865	53.0	434	26.6	224	13.7	110	6.7	--	--
Groceries and Foods (specialty lines)	3,102	2,252,166	1,922,704	1,373,002	71.4	4,583	.2	214,625	11.2	325,368	16.9	5,126	.3
Canned goods	230	161,838	131,201	52,994	40.4	32	--	11,124	8.5	64,283	49.0	2,768	2.1
Coffee, tea and spices	14	12,338	12,336	12,054	97.7	2	--	14	.1	201	1.6	65	.6
Confectionery	81	37,096	36,448	23,116	63.4	--	--	1,975	5.4	11,095	30.5	262	.7
Flour	165	122,086	120,917	57,464	47.5	769	.6	32,237	26.7	30,419	25.2	28	--
Meats and meat products	937	1,080,929	1,064,237	925,952	87.0	1,980	.2	71,738	6.8	64,196	6.0	371	--
Soft drinks	31	6,843	6,644	5,870	88.4	12	.2	312	4.7	450	6.7	--	--
Other food and grocery specialties	1,644	831,036	550,921	295,552	53.6	1,788	.3	97,225	17.7	154,724	28.1	1,632	.3
Hardware	62	18,327	5,451	1,646	30.2	47	.9	383	7.0	2,694	49.4	681	12.5
Jewelry and Optical Goods	249	91,458	66,057	11,710	17.7	105	.2	49,484	75.0	4,173	6.3	585	.8
Jewelry	43	72,507	64,835	10,523	16.3	80	.1	49,476	76.3	4,171	6.4	585	.9
Optical goods	206	18,951	1,222	1,187	97.1	25	2.0	8	.7	2	.2	--	--
Lumber and Construction Materials	261	112,792	66,552	31,338	47.1	566	.9	17,544	26.4	15,760	23.6	1,344	2.0
Builders' supplies (full line)	45	32,474	22,878	6,443	28.2	1	--	2,806	12.3	12,460	54.4	1,168	5.1
Lumber and millwork	38	13,186	8,239	5,980	72.6	39	.5	1,478	17.9	742	9.0	--	--
Brick, tile and terra cotta	44	5,403	5,299	2,875	54.3	24	.5	1,835	34.6	508	9.6	57	1.0
Cement, lime and plaster	27	11,452	8,920	5,292	59.3	--	--	3,295	36.9	214	2.4	119	1.4
Sand, gravel and crushed stone	4	118	118	--	--	--	--	--	--	118	100.0	--	--
All other	103	50,159	21,098	10,748	50.9	502	2.4	8,130	38.5	1,718	8.2	--	--
Machinery, Equipment and Supplies	2,642	693,362	471,704	124,640	26.4	2,162	.5	299,534	63.5	38,511	8.2	5,857	1.4
Commercial machinery, equipment and supplies													
Office (except furniture)	955	108,920	57,208	975	1.7	1	--	54,919	96.0	1,246	2.2	67	.1
Store, restaurant and hotel	81	18,935	17,879	8,164	45.7	106	.6	7,121	39.8	2,299	12.9	189	1.0
Farm and dairy machinery and equipment	252	193,308	110,698	88,091	79.6	1,609	1.5	16,069	14.5	2,862	2.6	2,067	1.8
Industrial equipment and supplies													
Industrial (full line)	7	3,693	3,678	600	16.3	--	--	3,078	83.7	--	--	--	--
Belting, hose and packing	51	26,869	15,074	2,893	19.2	--	--	10,313	68.4	1,848	12.3	20	.1
Power transmission equipment	81	7,206	8,977	114	1.3	--	--	8,217	91.5	621	6.9	25	.3
Rope, cordage and twine	18	6,863	4,320	129	3.0	--	--	1,378	31.9	2,790	64.6	23	.5
All other	316	95,162	85,228	2,696	3.2	7	--	70,818	83.1	11,380	13.3	327	.4

(continued)

* Including those from which no analysis by classes of customers was obtainable.

UNITED STATES SUMMARY

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers										
	Number	Total net sales	Total of sales analyzed	to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
		(add 000)	(add 000)	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent
MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (continued)													
Machinery, Equipment and Supplies (continued)													
Industrial machinery													
Construction (including road building)	81	$18,645	$10,506	$837	8.0	--	--	$9,545	90.8	--	--	$124	1.2
Machine tools	21	7,369	1,869	220	11.8	--	--	1,634	87.4	$15	.8	--	--
Mining and quarrying	52	22,179	19,269	50	.3	--	--	19,121	99.2	--	--	98	.5
Oil well and oil refining	150	28,038	25,931	1,609	6.2	$320	1.2	23,236	89.6	766	3.0	--	--
Power plant	9	5,919	5,250	--	--	--	--	5,021	95.6	131	2.5	98	1.9
Textile	20	16,068	1,925	--	--	--	--	1,791	93.0	--	--	134	7.0
All other	91	41,422	27,682	26	.1	51	.2	24,934	90.1	--	--	2,671	9.6
Professional equipment and supplies													
Dental	38	11,220	10,687	2,219	20.8	5	--	4,017	37.6	4,435	41.5	11	.1
Surgical, medical and hospital	117	18,869	15,578	473	3.0	39	.3	12,341	79.2	2,042	13.1	683	4.4
All other	24	3,789	3,371	702	20.8	24	.7	2,645	78.5	--	--	--	--
Service equipment and supplies													
Barber and beauty parlor	18	3,598	2,477	883	35.6	--	--	601	24.3	972	39.2	21	.9
Laundry	50	14,871	10,732	106	1.0	--	--	9,418	87.7	942	8.8	266	2.5
Upholsterers'	43	6,192	5,460	581	10.6	--	--	4,646	85.1	233	4.3	--	--
All other	158	31,316	25,500	13,247	51.9	--	--	6,328	24.8	5,925	23.3	--	--
Transportation equipment and supplies	9	2,911	2,405	25	1.0	--	--	2,343	97.4	4	.2	33	1.4
Metals and Metal Work (except scrap)	271	243,350	191,492	7,231	3.8	117	.1	158,648	82.8	24,325	12.7	1,171	.6
Iron and steel (except structural)	110	108,011	85,151	3,089	3.6	30	--	66,960	78.6	14,598	17.2	474	.6
Structural iron and steel	43	22,063	11,667	486	4.2	--	--	10,595	90.8	52	.4	534	4.6
Wire, wire fence and wire rope	50	27,282	25,865	2,220	8.6	70	.3	18,897	73.0	4,678	18.1	--	--
Sheet metal products	23	19,350	3,736	1,385	37.1	--	--	1,247	33.4	1,104	29.5	--	--
All other	45	66,644	65,073	51	.1	17	--	60,949	93.7	3,893	6.0	163	.2
Paper and Its Products	206	150,420	115,065	27,366	23.8	391	.3	63,049	54.8	22,793	19.8	1,466	1.3
Petroleum and Its Products	56	18,175	15,229	4,300	28.2	45	.3	7,635	50.1	2,734	18.0	515	3.4
Plumbing and Heating Eqpt. and Spls.	367	102,251	88,836	29,708	33.4	659	.7	30,486	34.3	27,612	31.1	371	.5
Tobacco and Its Products (except leaf)	65	407,526	389,535	35,109	9.0	54	--	1,126	.3	353,050	90.6	196	.1
All Other Products	366	167,468	155,077	19,752	12.7	352	.3	118,798	76.6	13,014	8.4	3,161	2.0
Books, periodicals and newspapers	48	19,531	11,295	4,400	39.0	168	1.5	6,366	56.3	331	2.9	30	.3
Forest products (except lumber)	39	12,170	12,139	593	4.9	--	--	10,384	85.5	1,023	8.4	139	1.2
Leather and leather goods	90	59,745	57,817	2,370	4.1	--	--	48,942	84.6	3,648	6.3	2,857	5.0
Oils and greases (animal and vegetable)	29	29,639	29,049	221	.8	--	--	24,201	83.3	4,535	15.6	92	.3
Textiles and materials other than dry goods	25	19,389	17,838	633	3.6	--	--	15,560	87.2	1,645	9.2	--	--
Yarns	17	18,915	18,930	7,926	41.9	3	--	10,648	56.2	312	1.7	41	.2
Miscellaneous kinds of business	118	8,079	8,009	3,609	45.1	181	2.2	2,697	33.7	1,520	19.0	2	--
(continued)													

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* Including those from which no analysis by classes of customers was obtainable.

UNITED STATES SUMMARY

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers										
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
				Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent
MANUFACTURERS SALES OFFICES (WITHOUT STOCKS)	4,196	$3,620,074	$2,908,284	$516,943	17.8	$4,246	.2	$1,725,091	59.3	$614,083	21.1	$47,921	1.6
Amusement and Sporting Goods	140	119,173	91,703	22,283	24.3	--	--	57,870	63.1	134	.2	11,416	12.4
Moving picture films	131	84,930	57,560	--	--	--	--	57,560	100.0	--	--	--	--
All other	9	34,243	34,143	22,283	65.3	--	--	310	.9	134	.4	11,416	33.4
Automotive	36	53,549	50,272	26,301	52.3	46	.1	18,668	37.1	4,977	9.9	280	.6
Beer, Wines and Liquors	37	81,280	79,536	6,606	8.3	--	--	16,828	21.1	55,483	69.8	619	.8
Chemicals and Paints	209	190,157	125,851	3,105	2.5	111	.1	107,378	85.3	11,723	9.3	3,534	2.8
Clothing and Furnishings	208	101,042	87,785	67,619	77.0	391	.5	3,281	3.7	14,533	16.6	1,961	2.2
Coal and Coke	6	11,526	11,526	5,270	45.7	20	.2	4,768	41.4	27	.2	1,441	12.5
Drugs and Drug Sundries (specialty lines)	31	9,940	9,940	6,337	63.8	--	--	976	9.8	2,626	26.4	1	--
Dry Goods (specialty lines)	133	225,476	134,592	34,168	25.4	3	--	86,464	64.2	12,860	9.6	1,097	.8
Notions	22	11,818	5,008	3,532	70.5	--	--	1,168	23.3	308	6.2	--	--
Piece goods	107	212,323	128,249	30,621	23.9	3	--	83,976	65.5	12,552	9.8	1,097	.8
All other	4	1,335	1,335	15	1.1	--	--	1,320	98.9	--	--	--	--
Electrical Goods	263	137,180	126,334	7,748	6.1	52	.1	99,556	78.8	16,957	13.4	2,021	1.6
Farm Products - consumer goods	5	3,350	3,350	3,350	--	--	--	--	--	--	--	--	--
Farm Supplies	33	17,043	15,154	10,696	70.6	402	2.7	3,694	24.3	362	2.4	--	--
Furniture and House Furnishings	114	56,079	39,021	9,055	23.2	--	--	5,307	13.6	24,256	62.2	403	1.0
Groceries and Foods (specialty lines)	206	253,777	240,460	144,206	60.0	221	.1	20,485	8.5	67,309	28.0	8,239	3.4
Hardware	31	10,072	5,668	2,399	42.3	--	--	1,368	24.1	1,797	31.8	104	1.8
Jewelry and Optical Goods	41	6,515	5,611	2,572	45.8	--	--	999	17.8	1,998	35.6	42	.8
Lumber and Construction Materials	277	169,299	97,993	66,635	68.0	10	--	19,411	19.8	11,579	11.8	358	.4
Machinery, Equipment and Supplies	1,146	492,453	379,868	8,771	2.3	1,041	.3	359,487	94.7	6,974	1.8	3,595	.9
Commercial mchnry, eqpt., and spls.	316	21,647	17,585	2,208	12.6	13	--	15,130	86.0	137	.8	97	.6
Farm and dairy machinery and equipment	9	686	20	--	--	--	--	20	--	--	--	--	--
Industrial equipment and supplies	312	272,174	197,517	5,175	2.6	926	.5	185,284	93.8	3,577	1.8	2,555	1.3

(continued)

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* Including those from which no analysis by classes of customers was obtainable.

UNITED STATES SUMMARY

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers										
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
				Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS) (continued)													
Machinery, Equipment and Supplies (continued)													
Industrial machinery	345	$98,949	$77,188	$218	.3	--	--	$75,754	98.1	$626	.8	$590	.8
Professional equipment and supplies	44	3,626	3,502	--	--	$15	.4	2,805	80.1	682	19.5	--	--
Service equipment and supplies	72	35,779	24,464	1,170	4.8	87	.4	21,261	86.9	1,937	7.9	9	--
Transportation equipment and supplies	48	59,592	59,592	--	--	--	--	59,233	99.4	15	--	344	.6
Metals and Metal Work (except scrap)	476	1,021,883	859,350	5,966	.7	396	--	768,740	89.5	81,177	9.4	3,071	.4
Paper and Its Products	181	136,843	97,228	31,394	32.3	345	.4	40,307	41.5	24,939	25.6	243	.2
Petroleum and Its Products	25	46,880	40,610	27,847	68.6	57	.1	4,508	11.1	8,078	19.9	120	.3
Plumbing and Heating Equipment and Supplies	178	22,954	20,939	1,983	9.5	119	.6	11,062	52.8	7,643	36.5	132	.6
Tobacco and Its Products (except leaf)	128	316,336	266,579	7,731	2.9	--	--	7,039	2.6	251,809	94.5	--	--
All Other Products	292	137,267	118,914	14,901	12.5	1,032	.9	86,895	73.0	6,842	5.8	9,244	7.8
Books, periodicals and newspapers	106	31,788	23,117	11,276	48.8	1,022	4.5	4,772	20.6	2,176	9.4	3,871	16.7
Forest products (except lumber)	70	29,751	27,140	2,942	10.8	--	--	17,531	64.6	1,682	6.2	4,985	18.4
Leather and leather goods	22	10,620	8,949	437	4.9	--	--	8,412	94.0	--	--	100	1.1
Oils and greases (animal and vegetable)	6	6,513	6,513	8	.1	--	--	5,426	83.3	1,010	15.5	69	1.1
Textiles and materials other than dry goods	15	6,950	5,158	--	--	--	--	5,158	100.0	--	--	--	--
Yarns	22	46,254	44,857	--	--	--	--	42,729	95.2	1,921	4.3	207	.5
Miscellaneous kinds of business	51	5,391	3,180	238	7.5	10	.3	2,867	90.1	53	1.7	12	.4
BULK TANK STATIONS													
Petroleum and Its Products	27,333	2,704,047	1,379,520	1,011,790	73.3	109,711	8.0	136,310	9.9	116,223	8.4	5,486	.4
AGENTS AND BROKERS	18,147	8,908,076	6,697,013	1,404,481	21.0	7,183	.1	2,336,177	34.9	2,642,404	39.4	306,768	4.6
Amusement and Sporting Goods	245	23,931	19,073	7,827	41.0	47	.3	5,449	28.6	5,039	26.4	711	3.7
Cameras and motion picture eqpt. and spls.	13	1,449	145	--	--	--	--	13	9.0	70	48.3	62	42.7
Moving picture films	40	4,291	4,064	66	1.6	--	--	3,677	90.5	--	--	321	7.9
Sporting goods (full line)	19	2,260	1,375	316	23.0	--	--	255	18.5	804	58.5	--	--
Toys, novelties and fireworks	137	13,065	11,526	6,764	58.7	29	.2	1,184	10.3	3,265	28.3	284	2.5
All other	36	2,866	1,963	681	34.7	18	.9	320	16.3	900	45.8	44	2.3
Automotive	448	68,681	65,923	9,068	13.8	279	.4	19,897	30.2	7,496	11.4	29,183	44.2
Automobiles and other motor vehicles	32	14,970	14,750	2,519	17.1	171	1.2	3,575	24.2	22	.1	8,463	57.4
Automotive equipment	392	47,393	44,902	6,243	13.9	83	.2	16,235	36.2	7,474	16.6	14,867	33.1
Tires and tubes	24	6,318	6,271	306	4.9	25	.4	87	1.4	--	--	5,853	93.3
(continued)													

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* Including those from which no analysis by classes of customers was obtainable

UNITED STATES SUMMARY

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers									
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale Amount (add 000)	to Retailers for resale Per cent	to Household consumers Amount (add 000)	to Household consumers Per cent	to Industrial users Amount (add 000)	to Industrial users Per cent	to Wholesalers Amount (add 000)	to Wholesalers Per cent	Export sales to buyers in foreign countries Amount (add 000)	Export sales to buyers in foreign countries Per cent
AGENTS AND BROKERS (continued)													
Beer, Wines and Liquors	73	$21,473	$18,577	$10,554	56.8	$1	--	$3,615	19.4	$4,377	23.6	$30	.2
Beer and other fermented malt liquors	5	95	95	78	82.1	--	--	17	17.9	--	--	--	--
Wines and liquors	68	21,378	18,482	10,476	56.7	1	--	3,598	19.4	4,377	23.7	30	.2
Chemicals and Paints	420	98,427	79,729	3,622	4.5	878	1.1	46,058	57.8	26,219	32.9	2,952	3.7
Dyestuffs	7	1,102	1,102	--	--	--	--	253	23.0	828	75.1	21	1.9
Explosives	9	335	270	10	3.7	--	--	241	89.3	19	7.0	--	--
Industrial chemicals	75	28,107	25,457	498	2.0	--	--	21,442	84.2	2,747	10.8	770	3.0
Naval stores	35	15,198	8,810	981	11.2	--	--	1,392	15.8	5,324	60.4	1,113	12.6
Paints and varnishes	70	6,524	6,024	1,160	19.3	875	14.5	3,519	58.4	468	7.8	2	--
All other	224	47,161	38,066	973	2.6	3	--	19,211	50.5	16,833	44.2	1,046	2.7
Clothing and Furnishings	1,203	417,123	248,470	185,669	74.7	15	--	5,352	2.2	53,736	21.6	3,698	1.5
Clothing and/or furnishings (full line)	163	71,941	41,604	24,521	58.9	5	--	525	1.3	16,339	39.3	214	.5
Men's and boys'	177	29,812	26,518	18,470	69.6	--	--	784	3.0	6,464	24.4	800	3.0
Women's and children's	536	231,878	118,126	104,088	88.1	--	--	2,087	1.8	10,370	8.8	1,581	1.3
Furs, dressed and fur clothing	74	9,766	8,649	7,302	84.4	--	--	63	.7	905	10.5	379	4.4
Hosiery	87	47,741	32,506	18,900	58.1	--	--	867	2.7	12,609	38.8	130	.4
Millinery and millinery supplies	99	15,256	11,807	6,640	56.2	7	.1	915	7.8	4,185	35.4	60	.5
Shoes and other footwear	67	10,729	9,260	5,748	62.1	3	--	111	1.2	2,864	30.9	534	5.8
Coal and Coke	440	427,346	392,697	209,767	53.4	704	.2	128,444	32.7	46,004	11.7	7,778	2.0
Drugs and Drug Sundries (specialty lines)	140	26,894	20,434	10,538	51.6	3	--	2,127	10.4	7,064	34.6	702	3.4
Drug specialties	38	10,365	8,504	3,969	46.7	2	--	1,656	19.5	2,385	28.0	492	5.8
Patent medicines	21	3,863	3,722	1,088	29.2	--	--	172	4.6	2,289	61.5	173	4.7
Toilet articles and preparations	59	6,948	5,415	4,424	81.7	1	--	278	5.1	685	12.7	27	.5
All other	22	5,718	2,793	1,057	37.8	--	--	21	.8	1,705	61.0	10	.4
Dry Goods (full line)	14	23,061	2,968	1,054	35.5	36	1.2	--	--	700	23.6	1,178	39.7
Dry Goods (specialty lines)	938	1,015,100	719,246	192,138	26.7	183	--	360,560	50.1	156,047	21.7	10,318	1.5
Notions	113	28,003	27,001	18,711	69.3	5	--	6,118	22.7	2,007	7.4	160	.6
Piece goods	767	981,461	688,115	171,174	24.9	178	--	353,384	51.4	153,752	22.3	9,627	1.4
All other	58	5,636	4,130	2,253	54.5	--	--	1,058	25.6	288	7.0	531	12.9
Electrical Goods	638	45,863	40,512	8,088	20.0	122	.3	17,384	42.9	12,978	32.0	1,940	4.8
Electrical merchandise (full line)	7	1,269	825	183	22.2	12	1.4	580	70.3	50	6.1	--	--
Apparatus and equipment	148	9,367	8,099	1,120	13.8	4	.1	6,100	75.3	875	10.8	--	--
Wiring supplies and construction material	233	20,351	18,665	2,800	15.0	63	.3	7,018	37.6	8,318	44.6	466	2.5
Radios, Refrigerators and appliances	250	14,876	12,923	3,985	30.8	43	.4	3,686	28.5	3,735	28.9	1,474	11.4

(continued)

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* Including those from which no analysis by classes of customers was obtainable.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers											
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
				Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent
AGENTS AND BROKERS (continued)													
Farm Products (raw materials)	3,010	$2,710,088	$1,811,558	$86,962	4.8	$2,332	.1	$889,263	49.1	$744,394	41.1	$88,607	4.9
Cotton	476	334,791	257,731	1,366	.6	65	--	125,061	48.5	115,166	44.7	16,073	6.2
Grain	414	599,343	421,634	21,792	5.2	98	--	146,890	34.8	222,078	52.7	30,776	7.3
Hides, skins, and furs (raw)	183	64,667	54,491	2,985	5.5	--	--	39,914	73.2	9,897	18.2	1,695	3.1
Horses and mules	89	35,095	21,855	9,792	44.8	204	.9	4,685	21.4	2,714	12.5	4,460	20.4
Livestock	1,262	1,243,651	752,491	45,969	6.1	1,910	.3	384,707	51.1	318,414	42.3	1,491	.2
Silk (raw)	14	8,223	7,846	--	--	--	--	5,245	66.8	2,587	33.0	14	.2
Tobacco (leaf)	368	229,467	155,922	2,833	1.8	6	--	84,481	54.2	47,005	30.1	21,597	13.9
Wool and mohair	130	102,277	76,447	703	.9	31	--	56,103	73.4	19,553	25.6	57	.1
All other	74	92,574	63,141	1,522	2.4	18	--	42,177	66.8	6,980	11.1	12,444	19.7
Farm Products (consumer goods)	1,484	766,282	628,028	265,823	42.3	276	.1	23,524	3.7	326,732	52.0	11,673	1.9
Dairy products	35	30,285	26,863	18,835	70.1	--	--	1,677	6.2	6,251	23.3	100	.4
Poultry and poultry products	163	76,601	71,758	31,362	43.7	29	--	1,801	2.5	38,518	53.7	48	.1
Dairy and poultry products	68	52,462	49,304	22,769	46.2	3	--	1,162	2.4	25,370	51.4	--	--
Fruits and vegetables (fresh)	1,211	604,514	477,817	191,089	40.0	244	.1	18,884	4.0	256,075	53.5	11,525	2.4
All other	7	2,420	2,286	1,768	77.3	--	--	--	--	518	22.7	--	--
Farm Supplies	287	87,342	76,845	23,395	30.4	402	.5	41,015	53.4	11,458	14.9	575	.8
Feed	143	56,115	48,521	17,580	36.2	386	.8	21,419	44.1	9,103	18.8	33	.1
Fertilizer	125	27,513	25,097	5,417	21.6	13	.1	19,016	75.7	478	1.9	173	.7
Seeds	12	2,976	2,771	314	11.3	1	--	223	8.1	1,864	67.3	369	13.3
All other	7	738	456	84	18.4	2	.4	357	78.3	13	2.9	--	--
Furniture and House Furnishings	428	75,283	73,160	43,804	59.9	389	.5	12,215	16.7	16,684	22.8	68	.1
China, glassware and crockery	82	10,466	10,149	8,187	80.7	4	--	1,628	16.0	320	3.2	10	.1
Floor coverings	64	18,175	18,005	13,257	73.6	--	--	764	4.3	3,984	22.1	--	--
Furniture (household and office)	136	14,420	13,101	9,287	70.9	306	2.3	3,289	25.1	171	1.3	48	.4
House furnishings (except as specified)	142	31,900	31,591	12,959	41.0	79	.3	6,334	20.1	12,209	38.6	10	--
Musical instruments and sheet music	4	322	314	114	36.3	--	--	200	63.7	--	--	--	--
General Merchandise	69	66,475	53,610	19,199	35.8	4	--	3,103	5.8	1,487	2.8	29,817	55.6
Groceries (full line)	21	11,565	9,660	4,337	44.9	21	.2	106	1.1	5,196	53.8	--	--
Groceries and Foods (specialty lines)	2,219	1,796,819	1,504,419	212,189	14.1	236	--	252,483	16.8	1,018,757	67.7	20,754	1.4
Canned goods	482	294,404	254,360	52,436	20.6	--	--	9,889	3.9	185,198	72.8	6,837	2.7
Coffee, tea and spices	142	112,603	88,197	8,422	9.5	--	--	16,690	18.9	61,438	69.7	1,647	1.9
Confectionery	40	17,339	15,659	1,630	10.4	--	--	187	1.2	13,711	87.6	131	.8
Fish and sea foods	63	33,060	10,309	4,260	41.3	3	--	157	1.5	5,596	54.3	293	2.9
Flour	123	65,606	56,126	25,641	45.7	--	--	18,374	32.7	11,652	20.8	459	.8
Meats and meat products	56	91,120	90,706	9,539	10.5	--	--	1,618	1.8	79,113	87.2	436	.5
Sugar	228	568,227	473,666	41,010	8.7	--	--	167,716	35.4	259,941	54.8	4,999	1.1
Other food and grocery specialties	1,085	614,460	515,396	69,251	13.4	233	.1	37,852	7.3	402,108	78.0	5,952	1.2
(continued)													

* Including those from which no analysis by classes of customers was obtainable.

UNITED STATES SUMMARY

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers										
	Number	Total net sales	Total of sales analyzed	to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
		(add 000)	(add 000)	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent
AGENTS AND BROKERS (continued)													
Hardware	288	$32,508	$26,378	$7,287	27.6	$15	.1	$3,378	12.8	$14,697	55.7	$1,001	3.8
Hardware (full line)	19	9,201	5,129	1,117	21.8	--	--	40	.8	3,481	67.8	491	9.6
Hardware (specialty lines)	269	23,307	21,249	6,170	29.0	15	.1	3,338	15.7	11,216	52.8	510	2.4
Jewelry and Optical Goods	124	6,682	5,643	3,405	60.3	8	.1	303	5.4	1,882	33.4	45	.8
Jewelry (full line)	6	1,036	745	731	98.1	--	--	--	--	14	1.9	--	--
Clocks and watches	7	1,582	1,581	721	45.6	--	--	1	.1	838	53.0	21	1.3
Diamonds and other precious stones	24	982	924	527	57.0	3	.4	211	22.8	183	19.8	--	--
Other jewelry specialties	81	2,741	2,335	1,391	59.6	5	.2	91	3.9	824	35.3	24	1.0
Optical goods	6	341	58	35	60.3	--	--	--	--	23	39.7	--	--
Lumber and Construction Materials	794	139,147	110,235	31,271	28.4	346	.3	35,370	32.1	15,875	14.4	27,373	24.8
Builders' supplies (full line)	197	8,885	7,246	1,385	19.1	82	1.1	4,705	64.9	655	9.1	419	5.8
Lumber and millwork	377	99,725	86,824	26,208	30.2	211	.3	21,484	24.7	11,985	13.8	26,936	31.0
Brick, tile and terra cotta	79	6,413	5,723	2,128	37.2	14	.2	2,321	40.6	1,256	21.9	4	.1
Cement, lime and plaster	18	1,933	1,775	491	27.7	36	2.0	935	52.7	313	17.6	--	--
Glass	33	2,602	2,115	303	14.3	3	.2	874	41.3	921	43.5	14	.7
Sand, gravel and crushed stone	47	16,050	4,287	377	8.8	--	--	3,615	84.3	295	6.9	--	--
All other	43	3,539	2,265	379	16.7	--	--	1,436	63.4	450	19.9	--	--
Machinery, Equipment and Supplies	2,496	210,757	181,278	11,180	6.2	444	.2	136,657	75.4	9,503	5.2	23,494	13.0
Commercial machinery, equipment and supplies													
Office (except furniture)	134	4,226	3,010	817	27.1	47	1.6	2,039	67.8	106	3.5	1	--
Store, restaurant and hotel	178	7,318	6,869	1,858	27.0	95	1.4	4,279	62.3	637	9.3	--	--
All other	29	1,526	1,314	346	26.3	--	--	782	59.5	144	11.0	42	3.2
Farm and dairy machinery and equipment	71	3,804	3,022	1,094	36.2	82	2.7	780	25.8	219	7.3	847	28.0
Industrial equipment and supplies													
Industrial (full line)	7	2,579	2,538	--	--	--	--	1,926	75.9	567	22.3	45	1.8
Belting, hose and packing	83	6,691	5,785	169	2.9	12	.2	5,149	89.0	356	6.2	99	1.7
Power transmission equipment	37	1,937	1,429	69	4.8	1	.1	1,178	82.4	181	12.7	--	--
Rope, cordage and twine	37	16,198	11,301	1,093	9.7	--	--	8,013	70.9	802	7.1	1,393	12.3
All other	577	45,624	41,782	1,836	4.4	10	--	35,121	84.1	2,765	6.6	2,050	4.9
Industrial machinery													
Construction (including road building)	97	5,908	4,306	83	1.9	23	.5	4,115	95.6	38	.9	47	1.1
Machine tools	97	15,617	14,442	491	3.4	--	--	13,315	92.2	249	1.7	387	2.7
Mining and quarrying	49	3,023	2,594	78	3.0	6	.2	1,512	58.3	373	14.4	625	24.1
Oil well and oil refining	43	7,559	5,368	177	3.3	19	.4	2,271	42.3	29	.5	2,872	53.5
Power plant	160	11,366	10,825	128	1.2	61	.6	10,261	94.8	363	3.3	12	.1
Textile	24	2,339	1,949	--	--	--	--	1,938	99.4	--	--	11	.6
Used machinery and equipment	26	640	581	20	3.4	22	3.8	535	92.1	4	.7	--	--
All other	259	17,618	14,657	607	4.1	22	.2	10,517	71.7	733	5.0	2,778	19.0
Professional equipment and supplies													
Dental	12	232	172	69	40.1	--	--	103	59.9	--	--	--	--
Surgical, medical and hospital	37	2,930	2,482	218	8.8	10	.4	2,181	87.9	73	2.9	--	--
All other	33	1,021	615	306	49.8	2	.3	298	48.4	9	1.5	--	--
(continued)													

* Including those from which no analysis by classes of customers was obtainable.

UNITED STATES SUMMARY

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers											
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
				Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent
AGENTS AND BROKERS (continued)													
Machinery, Equipment and Supplies (continued)													
Service equipment and supplies													
Barber and beauty parlor	53	$1,235	$1,088	$565	51.9	$3	.3	$186	17.1	$321	29.5	$13	1.2
Laundry	13	437	321	4	1.2	--	--	317	98.8	--	--	--	--
Upholsterers'	57	11,786	10,991	797	7.2	--	--	9,186	83.6	886	8.1	122	1.1
All other	169	3,477	2,417	211	8.7	11	.5	1,974	81.7	46	1.9	175	7.2
Transportation equipment and supplies													
Aircraft and aeronautical	12	11,773	11,158	26	.2	--	--	84	.8	--	--	11,048	99.0
Railroad	159	22,026	19,060	42	.2	8	--	17,531	92.0	552	2.9	927	4.9
Boats (including motor, sail and steam)	21	933	433	5	1.2	--	--	428	98.8	--	--	--	--
All other	22	934	769	71	9.2	10	1.3	638	83.0	50	6.5	--	--
Metals and Metal Work (except scrap)	377	173,229	142,087	7,816	5.5	60	--	69,753	49.1	42,877	30.2	21,581	15.2
Iron and steel (except structural)	173	80,922	63,177	7,117	11.3	43	.1	39,455	62.4	4,490	7.1	12,072	19.1
Structural iron and steel	42	5,664	5,550	40	.7	15	.3	3,263	58.8	1,865	33.6	367	6.6
Wire, wire fence and wire rope	36	3,966	4,084	241	5.9	2	--	3,582	87.7	60	1.5	199	4.9
Copper	10	2,178	2,178	--	--	--	--	812	37.3	1,026	47.1	340	15.6
Sheet metal products	27	2,630	2,553	94	3.7	--	--	2,363	92.6	95	3.7	1	--
Other metals and metal work	89	77,869	64,545	324	.5	--	--	20,278	31.4	35,341	54.8	8,602	13.3
Paper and Its Products	250	38,989	33,871	3,133	9.2	15	.1	16,761	49.5	12,577	37.1	1,385	4.1
Wrapping or coarse paper and products	146	29,644	25,754	2,294	8.9	11	--	10,250	39.8	11,814	45.9	1,385	5.4
Fine or printing and writing paper	14	6,402	5,360	201	3.8	--	--	5,140	95.9	19	.3	--	--
Stationery and stationery supplies	85	2,893	2,708	609	22.5	3	.1	1,352	49.9	744	27.5	--	--
Wall paper	5	50	49	29	59.2	1	2.0	19	38.8	--	--	--	--
Petroleum and Its Products	109	72,733	54,493	10,455	19.2	6	--	8,776	16.1	30,671	56.3	4,585	8.4
Plumbing and Heating Equipment and Supplies	427	25,790	21,676	5,771	26.6	122	.6	7,855	36.2	6,591	30.4	1,337	6.2
Plumbing and heating (full line)	8	738	554	176	31.8	15	2.7	295	53.2	68	12.3	--	--
Heating (including stoves and ranges)	105	4,248	3,707	1,213	32.7	35	1.0	1,594	43.0	865	23.3	--	--
Plumbing fixtures, equipment and supplies	162	13,262	11,594	2,307	19.9	4	--	2,699	23.3	5,330	46.0	1,254	10.8
All other	152	7,542	5,821	2,075	35.7	68	1.2	3,267	56.1	328	5.6	83	1.4
Tobacco and Its Products (except leaf)	9	1,529	910	39	4.3	--	--	586	64.4	285	31.3	--	--
Waste Materials	112	40,369	30,860	24	.1	15	.1	20,672	67.0	1,527	4.9	8,622	27.9
Iron and steel scrap	42	25,900	20,989	--	--	--	--	13,541	64.5	153	.7	7,295	34.8
Junk and scrap (full line)	8	684	573	24	4.2	15	2.6	68	11.9	249	43.4	217	37.9
Waste paper, rags and rubber	52	10,916	8,144	--	--	--	--	6,893	84.6	1,073	13.2	178	2.2
Nonferrous metals	10	2,869	1,154	--	--	--	--	170	14.7	52	4.5	932	80.8

(continued)

* Including those from which no analysis by classes of customers was obtainable.

UNITED STATES SUMMARY

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY 6 TYPES OF OPERATION AND 142 KINDS OF BUSINESS

KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers											
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale		to Household consumers		to Industrial users		to Wholesalers		Export sales to buyers in foreign countries	
				Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent	Amount (add 000)	Per-cent
AGENTS AND BROKERS (continued)													
All Other Products	1,084	$484,590	$324,673	$30,066	9.3	$224	.1	$225,471	69.4	$61,551	19.0	$7,361	2.2
Books, periodicals and newspapers	289	18,215	17,668	13,607	77.0	196	1.1	2,165	12.3	1,464	8.3	236	1.3
Flowers and nursery stock	73	9,358	9,054	8,975	99.1	--	--	23	.3	56	.6	--	--
Forest products (except lumber)	74	36,761	35,899	596	1.7	--	--	30,597	85.2	1,397	3.9	3,309	9.2
Leather and leather goods	152	46,846	41,291	1,017	2.5	--	--	33,610	81.4	5,898	14.3	766	1.8
Oils and greases (animal and vegetable)	69	143,963	79,424	2,618	3.3	--	--	48,116	60.6	26,407	33.2	2,283	2.9
Rubber (crude)	13	72,882	49,321	--	--	--	--	30,989	62.8	18,272	37.1	60	.1
Textiles and materials other than dry goods	31	18,216	15,104	1,468	9.7	7	--	7,307	48.4	6,221	41.2	101	.7
Yarns	112	127,649	69,576	670	1.0	7	--	67,934	97.6	770	1.1	195	.3
Miscellaneous kinds of business	271	10,700	7,336	1,115	15.2	14	.2	4,730	64.5	1,066	14.5	411	5.6
ASSEMBLERS	26,515	2,463,011	1,773,701	225,067	12.7	72,908	4.1	523,764	29.5	886,077	50.0	65,885	3.7
Farm Products - raw materials	14,293	1,493,387	1,138,714	75,056	6.6	57,100	5.0	455,900	40.0	489,815	43.0	60,843	5.4
Cotton	1,360	287,608	248,624	2,486	1.0	723	.3	95,002	38.2	93,229	37.5	57,184	23.0
Grain	8,907	745,932	599,847	52,310	8.7	51,648	8.6	226,837	37.8	267,212	44.6	1,840	.3
Hides, skins and furs (raw)	453	13,555	11,079	220	2.0	29	.3	5,277	47.6	5,553	50.1	--	--
Horses and mules	258	9,304	4,122	2,307	56.0	250	6.1	455	11.0	1,050	25.5	60	1.4
Livestock	2,476	309,774	191,722	13,406	7.0	3,760	2.0	72,088	37.6	102,408	53.4	60	--
Tobacco (leaf)	261	74,213	32,948	226	.7	21	.1	25,455	77.3	5,561	16.8	1,685	5.1
Wool and mohair	135	30,943	29,940	608	2.0	25	.1	23,859	79.7	5,438	18.2	10	--
All other	443	22,058	20,432	3,493	17.1	644	3.2	6,927	33.9	9,364	45.8	4	--
Farm Products - consumer goods	10,814	865,968	570,257	132,552	23.2	12,856	2.3	53,461	9.4	367,017	64.3	4,371	.8
Dairy products	2,867	178,049	109,192	43,050	39.4	1,457	1.4	24,054	22.0	40,612	37.2	19	--
Poultry and poultry products	2,157	157,074	108,937	31,384	28.8	4,487	4.1	10,036	9.2	62,944	57.8	86	.1
Dairy and poultry products	3,479	96,270	73,408	16,719	22.8	2,950	4.0	10,217	13.9	43,417	59.2	105	.1
Fruits and vegetables (fresh)	2,267	431,457	276,274	39,999	14.5	3,781	1.4	9,029	3.3	219,316	79.3	4,149	1.5
All other	44	3,118	2,446	1,400	57.2	181	7.4	125	5.1	728	29.8	12	.5
Farm Supplies	511	29,250	15,584	4,930	31.6	2,154	13.9	2,582	16.6	5,912	37.9	6	--
Feed	375	20,438	12,071	4,280	35.5	1,714	14.2	1,883	15.6	4,194	34.7	--	--
Fertilizer	42	1,106	642	130	20.3	237	36.9	226	35.2	49	7.6	--	--
Seeds	76	6,334	2,096	414	19.8	138	6.6	82	3.9	1,456	69.5	6	.2
All other	18	1,372	775	106	13.7	65	8.4	391	50.5	213	27.4	--	--
Groceries and Foods (specialty lines)	592	69,541	45,114	10,961	24.3	743	1.6	9,781	21.7	22,964	50.9	665	1.5
All Other Products	305	4,865	4,032	1,568	38.8	55	1.4	2,040	50.6	369	9.2	--	--

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* Including those from which no analysis by classes of customers was obtainable.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

NEW ENGLAND STATES

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	Domestic sales				Export sales to buyers in foreign countries (add 000)
				to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	6,192	$1,261,936	$1,109,710	$624,515	$19,492	$372,285	$84,618	$8,800
Amusement and sporting goods	73	4,598	4,219	2,325	134	1,676	82	2
Automotive	314	52,882	41,045	29,697	6,241	2,319	1,198	1,590
Beer, wines and liquors	307	68,866	61,975	53,812	610	2,638	4,915	--
Chemicals and paints	119	x	18,356	3,251	339	12,972	1,739	55
Clothing and furnishings	302	42,626	42,231	40,542	68	905	509	207
Coal and coke	66	81,173	61,567	13,839	1,555	45,522	651	--
Drugs (full line)	23	x	12,793	11,883	99	780	31	--
Drugs and drug sundries (specialty lines)	53	x	2,243	1,497	42	288	416	--
Dry goods (full line)	18	5,895	5,745	5,733	--	12	--	--
Dry goods (specialty lines)	156	x	18,107	7,260	46	10,172	607	22
Electrical goods	195	x	31,396	18,213	844	11,904	435	--
Farm products - raw materials	133	x	133,187	5,822	336	120,868	5,210	951
Farm products - consumer goods	769	139,081	133,193	98,575	2,380	10,868	21,370	--
Farm supplies	47	12,473	10,427	6,708	544	1,637	1,490	48
Furniture and house furnishings	115	16,534	15,868	13,637	426	1,201	533	71
General merchandise	8	1,728	1,620	1,285	42	271	21	1
Groceries (full line)	172	95,247	76,395	71,697	172	4,129	397	--
Groceries and foods (specialty lines)	924	154,234	141,206	94,954	997	23,244	21,946	65
Hardware	75	16,132	9,996	7,049	1,080	1,717	150	--
Jewelry and optical goods	105	x	7,804	6,325	215	761	503	--
Lumber and construction materials	147	29,690	23,958	13,606	606	8,393	560	793
Machinery, equipment and supplies	461	39,639	32,787	8,123	340	23,233	1,026	65
Metals and metal work (except scrap)	50	x	6,629	747	25	5,216	641	--
Paper and its products	263	34,644	32,945	15,193	434	14,082	3,232	4
Petroleum and its products	40	x	3,935	2,169	43	1,338	385	--
Plumbing and heating eqpt. and spls.	169	20,374	17,097	10,643	496	4,721	1,237	--
Tobacco and its products (except leaf)	198	71,812	69,708	65,448	1,026	78	3,156	--
Waste materials	455	40,757	37,105	1,722	3	23,837	7,586	3,957
All other	435	60,443	56,173	12,760	349	37,503	4,592	969
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	910	485,752	395,710	219,947	1,252	127,956	42,708	3,847
Amusement and sporting goods	13	x	3,633	1,589	179	1,865	--	--
Automotive	68	x	47,401	40,376	80	6,166	779	--
Beer, wines and liquors	12	10,147	6,873	1,321	--	1,503	4,049	--
Chemicals and paints	51	x	26,284	3,373	36	20,382	2,490	3
Clothing and furnishings	20	9,525	8,955	8,591	39	66	259	--
Drugs and drug sundries (specialty lines)	16	1,944	1,344	1,044	--	111	189	--
Dry goods (specialty lines)	10	x	1,642	513	3	1,101	23	2
Electrical goods	28	x	24,552	2,380	229	19,150	2,793	--
Farm products - consumer goods	52	x	2,943	2,020	3	12	908	--
Farm supplies	2	x	--	--	--	--	--	--
Furniture and house furnishings	16	x	3,849	3,231	7	609	2	--
Groceries and foods (specialty lines)	303	213,802	189,411	148,489	573	16,938	23,411	--
Hardware	8	8,547	109	54	--	--	55	--
Jewelry and optical goods	26	x	220	220	--	--	--	--
Lumber and construction materials	11	3,780	1,779	1,209	14	350	206	--
Machinery, equipment and supplies	176	38,285	22,953	3,026	7	17,188	2,365	367
Metals and metal work (except scrap)	17	8,485	7,286	93	--	6,634	559	--
Paper and its products	12	x	5,045	306	28	4,060	33	618
Petroleum and its products	3	x	x	x	--	x	x	--
Plumbing and heating eqpt. and spls.	33	x	6,792	1,162	45	2,679	2,906	--
Tobacco and its products (except leaf)	3	x	x	x	--	x	x	--
All other	30	x	33,034	85	9	28,533	1,550	2,857

(continued on next page)

* Including those from which no analysis of sales by classes of customers was obtainable.   X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

NEW ENGLAND STATES (Continued)

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	274	$140,069	$103,663	$14,649	$24	$64,151	$24,776	$63
Amusement and sporting goods	10	x	5,340	--	--	5,340	--	--
Automotive	3	x	x	x	--	x	x	x
Chemicals and paints	16	14,386	5,908	228	--	5,296	344	40
Clothing and furnishings	14	1,787	810	810	--	--	--	--
Dry goods (specialty lines)	15	x	9,436	2,888	--	6,533	15	--
Electrical goods	9	x	3,653	35	--	3,568	50	--
Farm products - consumer goods	1	x	x	x	--	--	--	x
Farm supplies	1	x	x	x	--	x	--	--
Furniture and house furnishings	7	3,070	1,106	116	--	137	853	--
Groceries and foods (specialty lines)	13	x	4,509	2,587	--	337	1,585	--
Jewelry and optical goods	3	x	x	--	--	x	x	--
Lumber and construction materials	15	5,248	3,079	1,525	--	529	1,025	--
Machinery, equipment and supplies	82	x	9,897	1,009	--	8,572	313	3
Metals and metal work (except scrap)	30	28,079	24,359	120	--	22,963	1,276	--
Paper and its products	13	x	1,185	350	21	452	362	--
Petroleum and its products	1	x	x	x	--	--	--	--
Plumbing and heating eqpt. and spls.	12	x	1,389	19	--	1,335	35	--
Tobacco and its products (except leaf)	6	17,878	17,878	--	--	--	17,878	--
All other	23	x	8,996	929	3	8,031	33	--
BULK TANK STATIONS								
Petroleum and its products	738	215,893	136,580	86,558	17,255	12,875	18,994	898
AGENTS AND BROKERS	1,059	358,365	300,129	61,366	96	148,617	86,306	3,744
Amusement and sporting goods	11	x	482	378	2	77	25	--
Automotive	10	442	389	308	--	2	75	4
Beer, wines and liquors	1	x	x	x	--	--	--	--
Chemicals and paints	31	x	2,281	476	--	1,643	127	35
Clothing and furnishings	103	8,726	8,703	6,332	--	25	1,887	459
Coal and coke	15	x	8,175	7,401	1	486	175	112
Drugs and drug sundries (specialty lines)	3	51	51	22	--	29	--	--
Dry goods (specialty lines)	105	x	20,769	8,849	--	9,758	2,162	--
Electrical goods	38	x	2,098	575	--	823	700	--
Farm products - raw materials	138	118,428	83,963	2,088	--	69,591	11,446	838
Farm products - consumer goods	70	x	31,964	11,860	--	4,286	15,051	767
Farm supplies	9	7,386	7,386	124	14	7,248	--	--
Furniture and house furnishings	36	x	2,721	2,211	--	175	335	--
General merchandise	2	x	x	x	--	x	x	--
Groceries and foods (specialty lines)	122	78,952	73,832	15,126	--	10,693	48,013	--
Hardware	14	x	607	181	--	19	407	--
Jewelry and optical goods	3	273	273	224	--	--	49	--
Lumber and construction materials	33	x	4,553	2,673	--	1,281	564	35
Machinery, equipment and supplies	134	14,536	12,502	639	51	10,120	305	1,387
Metals and metal work (except scrap)	18	1,699	1,073	115	--	828	130	--
Paper and its products	19	4,226	2,284	30	--	1,142	1,112	--
Petroleum and its products	2	x	x	x	--	x	--	--
Plumbing and heating eqpt. and spls.	21	x	823	77	--	265	481	--
Tobacco and its products (except leaf)	1	x	x	--	--	--	x	--
Waste materials	14	2,523	2,512	--	--	2,274	238	--
All other	106	x	31,730	1,371	28	27,428	2,796	107
ASSEMBLERS	407	66,482	52,000	16,264	376	21,262	14,060	38
Farm products - raw materials	89	x	20,280	275	54	19,589	362	--
Farm products - consumer goods	246	x	26,623	13,752	282	1,189	11,400	--
Farm supplies	5	546	23	11	5	--	7	--
Groceries and foods (specialty lines)	44	x	4,559	2,118	31	83	2,289	38
All other	23	532	515	108	4	401	2	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

MIDDLE ATLANTIC STATES

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	28,402	$5,970,160	$5,427,763	$2,853,015	$73,923	$1,607,087	$628,165	$265,573
Amusement and sporting goods	400	58,951	45,718	31,275	577	9,287	4,093	486
Automotive	1,001	183,010	162,659	109,011	11,692	5,949	9,854	26,153
Beer, wines and liquors	1,480	190,083	178,884	139,292	3,596	8,442	27,529	25
Chemicals and paints	465	139,280	130,667	16,020	1,400	86,966	14,064	12,217
Clothing and furnishings	2,134	390,211	377,484	326,169	1,813	24,465	20,271	4,766
Coal and coke	270	120,559	106,215	58,867	6,411	34,719	5,141	1,077
Drugs (full line)	39	52,734	52,734	51,832	21	784	97	--
Drugs and drug sundries (specialty lines)	497	59,314	53,075	36,084	542	4,548	10,400	1,501
Dry goods (full line)	64	39,084	23,989	22,739	132	1,063	55	--
Dry goods (specialty lines)	2,541	633,234	571,423	162,678	1,540	326,174	65,389	15,642
Electrical goods	729	191,295	181,157	72,907	6,893	41,580	44,521	15,256
Farm products - raw materials	835	313,356	293,304	25,644	659	195,204	44,361	27,436
Farm products - consumer goods	2,937	694,549	647,917	441,688	9,318	71,359	122,486	3,066
Farm supplies	211	48,986	34,721	22,471	1,435	6,560	3,265	990
Furniture and house furnishings	1,035	126,503	116,558	98,940	1,784	7,215	8,143	476
General merchandise	54	227,599	227,599	24,567	115	129,889	7,349	65,679
Groceries (full line)	446	337,523	307,469	282,230	836	14,083	9,436	884
Groceries and foods (specialty lines)	3,055	554,672	509,936	328,733	7,812	78,729	87,933	6,729
Hardware	368	73,190	61,992	34,946	3,677	16,357	5,337	1,675
Jewelry and optical goods	1,055	102,672	96,707	75,907	768	9,774	9,894	364
Lumber and construction materials	730	120,759	95,841	47,082	3,110	38,563	6,727	359
Machinery, equipment and supplies	2,052	206,711	162,740	35,600	1,870	98,889	20,581	5,800
Metals and metal work (except scrap)	287	158,900	145,016	6,869	148	80,984	7,775	49,240
Paper and its products	1,102	158,031	136,566	61,143	863	54,172	17,046	3,342
Petroleum and its products	133	34,470	26,225	8,036	1,903	8,331	6,829	1,126
Plumbing and heating eqpt. and spls.	682	87,475	70,224	36,203	1,658	24,696	6,499	1,168
Tobacco and its products (except leaf)	643	234,255	220,758	213,852	1,377	933	4,497	99
Waste materials	1,553	123,418	108,525	3,292	197	76,676	17,086	11,274
All other	1,604	309,336	281,660	78,938	1,776	150,696	41,507	8,743
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	2,753	2,627,894	2,207,653	964,315	7,972	684,825	521,303	29,238
Amusement and sporting goods	42	38,083	23,025	8,737	372	6,191	714	7,011
Automotive	179	242,106	196,915	173,546	398	19,270	3,688	13
Beer, wines and liquors	79	130,615	80,655	16,149	78	8,573	55,855	--
Chemicals and paints	131	167,322	156,994	22,951	235	111,352	15,589	6,867
Clothing and furnishings	166	x	115,010	105,658	55	447	8,220	630
Coal and coke	4	x	4,103	2,089	2,014	--	--	--
Drugs and drug sundries (specialty lines)	93	71,572	59,372	31,705	73	7,565	18,649	1,380
Dry goods (specialty lines)	111	x	123,932	27,697	2	88,741	7,215	277
Electrical goods	88	110,516	102,380	17,549	625	74,126	9,392	688
Farm products - consumer goods	77	28,944	19,489	9,291	700	407	7,159	1,932
Farm supplies	5	3,616	2,065	1,177	--	888	--	--
Furniture and house furnishings	67	28,639	27,334	18,643	569	2,484	5,634	4
Groceries and foods (specialty lines)	629	702,180	591,714	440,519	1,652	60,301	86,463	2,779
Hardware	23	x	3,327	755	46	246	1,723	557
Jewelry and optical goods	50	x	56,187	4,049	80	49,092	2,381	585
Lumber and construction materials	72	23,476	13,870	9,470	32	3,617	694	57
Machinery, equipment and supplies	554	181,312	132,275	23,408	465	86,736	17,591	4,075
Metals and metal work (except scrap)	61	95,016	86,809	1,563	62	81,202	3,282	700
Paper and its products	46	x	45,647	3,379	154	24,452	16,966	696
Petroleum and its products	10	x	5,838	862	1	4,281	207	487
Plumbing and heating eqpt. and spls.	107	33,161	25,300	6,552	17	6,703	11,863	165
Tobacco and its products (except leaf)	29	274,502	267,878	27,104	54	405	240,119	196
All other	130	71,034	67,534	11,462	288	47,746	7,899	139

(continued on next page)

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* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

MIDDLE ATLANTIC STATES (Continued)

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	1,349	$1,598,460	$1,280,250	$271,410	$2,040	$726,752	$246,726	$33,322
Amusement and sporting goods	27	59,101	50,263	22,279	--	16,434	134	11,416
Automotive	8	x	28,871	15,614	45	12,288	924	--
Beer, wines and liquors	13	46,765	46,765	1,608	--	10,090	35,023	44
Chemicals and paints	79	104,760	63,030	1,732	59	51,536	6,250	3,453
Clothing and furnishings	146	x	78,178	59,589	386	3,095	13,147	1,961
Coal and coke	1	x	x	x	--	x	--	x
Drugs and drug sundries (specialty lines)	16	x	5,453	3,628	--	--	1,824	1
Dry goods (specialty lines)	54	183,245	104,217	20,392	3	70,222	12,503	1,097
Electrical goods	77	x	43,594	4,217	--	30,769	6,617	1,991
Farm products - consumer goods	2	x	x	x	x	--	--	x
Farm supplies	2	x	x	x	x	x	--	--
Furniture and house furnishings	45	23,402	15,380	5,281	--	1,296	8,782	21
Groceries and foods (specialty lines)	55	90,623	83,143	54,799	77	5,156	19,951	3,160
Hardware	14	x	3,243	1,368	--	905	866	104
Jewelry and optical goods	17	2,851	2,535	1,282	--	252	959	42
Lumber and construction materials	77	x	22,677	13,775	10	5,451	3,290	151
Machinery, equipment and supplies	344	188,979	157,387	1,475	88	148,761	3,856	3,207
Metal and metal work (except scrap)	149	415,285	340,264	1,076	43	301,524	36,698	923
Paper and its products	58	x	49,682	28,825	271	12,511	7,992	83
Petroleum and its products	5	27,456	27,456	14,807	57	4,400	8,072	120
Plumbing and heating eqpt. and spls.	51	x	10,809	1,741	26	5,556	3,354	132
Tobacco and its products (except leaf)	17	x	81,945	7,661	--	2,180	72,104	--
All other	92	67,535	60,616	7,193	951	43,106	4,380	4,986
BULK TANK STATIONS								
Petroleum and its products	1,806	508,650	300,680	204,790	33,071	34,570	26,347	1,902
AGENTS AND BROKERS	5,291	3,430,578	2,465,082	659,488	919	882,971	740,959	180,745
Amusement and sporting goods	123	x	12,471	5,784	18	3,217	2,948	504
Automotive	83	31,089	30,288	3,037	36	2,359	792	24,064
Beer, wines and liquors	9	x	977	951	--	--	26	--
Chemicals and paints	152	61,174	51,426	1,014	1	29,049	19,255	2,107
Clothing and furnishings	691	360,862	196,161	144,679	15	4,295	44,012	3,160
Coal and coke	104	176,496	168,021	107,953	266	50,939	3,706	5,157
Drugs and drug sundries (specialty lines)	64	17,818	13,404	7,089	--	1,950	3,692	673
Dry goods (full line)	9	21,995	2,006	228	--	--	600	1,178
Dry goods (specialty lines)	424	849,606	598,817	140,670	3	313,090	134,990	10,064
Electrical goods	189	x	14,418	3,548	80	5,826	3,107	1,857
Farm products - raw materials	309	x	180,069	11,776	41	98,396	36,146	33,710
Farm products - consumer goods	478	319,128	229,749	104,490	141	5,798	115,481	3,839
Farm supplies	27	x	13,546	3,942	36	8,500	1,023	45
Furniture and house furnishings	146	x	35,919	16,470	83	6,784	12,514	68
General merchandise	45	57,945	49,478	17,979	3	1,840	813	28,843
Groceries and foods (specialty lines)	525	580,691	444,348	53,314	5	140,222	242,233	8,574
Hardware	82	x	8,114	2,950	11	1,120	3,043	990
Jewelry and optical goods	57	x	2,559	1,092	2	288	1,132	45
Lumber and construction materials	172	33,796	18,334	8,170	5	7,000	2,614	545
Machinery, equipment and supplies	716	75,960	66,461	3,072	120	39,563	3,911	19,795
Metals and metal work (except scrap)	147	104,317	91,479	4,428	9	26,240	39,604	21,198
Paper and its products	94	x	12,530	1,648	--	9,203	1,535	144
Petroleum and its products	30	x	31,733	1,406	--	1,635	26,443	2,249
Plumbing and heating eqpt. and spls.	117	8,246	6,455	610	13	1,997	2,570	1,265
Tobacco and its products (except leaf)	3	155	155	5	--	--	150	--
Waste materials	51	x	14,645	6	--	5,888	688	8,063
All other	444	x	171,519	13,177	31	117,772	37,931	2,608
ASSEMBLERS	791	160,881	73,038	31,829	1,562	17,388	22,184	75
Farm products - raw materials	320	26,117	19,041	3,693	654	12,520	2,168	6
Farm products - consumer goods	360	129,471	49,826	25,972	550	4,465	18,827	12
Farm supplies	27	858	698	433	93	43	129	--
Groceries and foods (specialty lines)	59	x	3,361	1,700	261	311	1,032	57
All others	25	x	112	31	4	49	28	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

EAST NORTH CENTRAL STATES

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	Domestic sales				Export sales to buyers in foreign countries (add 000)
				to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	18,268	$3,308,122	$2,991,907	$1,899,706	$67,995	$684,699	$333,195	$6,312
Amusement and sporting goods	175	14,025	12,595	6,235	215	5,642	468	35
Automotive	1,416	198,880	182,742	143,292	19,897	10,278	8,453	822
Beer, wines and liquors	1,324	157,125	147,160	126,416	2,676	2,488	15,477	103
Chemicals and paints	332	39,538	32,695	9,065	1,102	17,017	5,446	65
Clothing and furnishings	569	73,806	70,115	66,170	377	1,329	2,118	121
Coal and coke	228	100,620	87,739	26,466	4,464	53,434	2,224	1,151
Drugs (full line)	50	61,157	57,349	55,067	209	1,861	212	--
Drugs and drug sundries (specialty lines)	249	26,758	23,064	17,531	372	981	4,051	129
Dry goods (full line)	27	70,764	36,560	35,329	573	658	--	--
Dry goods (specialty lines)	257	28,355	22,682	9,931	162	10,721	1,866	2
Electrical goods	535	129,400	119,825	64,791	2,800	34,175	17,967	92
Farm products - raw materials	260	142,083	125,774	11,746	1,399	75,129	37,099	401
Farm products - consumer goods	2,616	449,861	431,047	295,078	11,379	19,765	104,572	253
Farm supplies	281	55,488	43,492	32,446	2,844	2,320	5,801	81
Furniture and house furnishings	330	36,752	34,626	30,981	715	2,244	662	24
General merchandise	37	25,212	25,212	22,989	162	2,028	26	7
Groceries (full line)	676	360,426	342,195	314,524	1,526	18,436	7,709	--
Groceries and foods (specialty lines)	2,626	309,469	284,533	198,941	5,706	37,129	42,661	96
Hardware	200	87,041	74,845	51,341	2,639	20,208	551	106
Jewelry and optical goods	261	30,893	29,138	25,543	104	1,565	1,900	26
Lumber and construction materials	620	99,877	87,606	39,030	2,407	41,217	4,730	222
Machinery, equipment and supplies	1,422	162,345	136,321	34,267	1,753	93,150	6,817	334
Metals and metal work (except scrap)	194	62,908	54,527	6,195	140	40,018	7,970	204
Paper and its products	485	99,786	86,105	35,788	462	35,545	14,308	2
Petroleum and its products	152	39,895	21,966	15,735	974	4,306	884	67
Plumbing and heating eqpt. and spls.	361	50,507	44,701	24,056	982	16,223	3,418	22
Tobacco and its products (except leaf)	551	181,765	175,622	166,192	1,036	1,912	6,482	--
Waste materials	1,305	135,049	127,286	2,622	278	106,458	16,673	1,255
All other	729	78,337	74,385	31,939	642	28,462	12,650	692
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	2,466	1,521,402	1,248,524	685,529	3,945	377,489	177,971	3,590
Amusement and sporting goods	55	27,898	14,132	7,557	255	4,676	1,546	98
Automotive	183	334,017	277,075	241,587	354	18,125	16,850	159
Beer, wines and liquors	81	x	45,444	5,697	547	6,168	32,927	105
Chemicals and paints	132	83,463	80,875	14,373	242	58,481	7,566	213
Clothing and furnishings	51	33,457	32,483	30,814	195	88	1,057	329
Coal and coke	4	4,049	4,049	1,289	171	2,589	--	--
Drugs and drug sundries (specialty lines)	52	21,232	15,994	11,273	1	684	4,036	--
Dry goods (specialty lines)	34	10,473	6,342	1,470	--	4,686	184	2
Electrical goods	111	100,929	86,776	10,480	434	66,151	9,649	62
Farm products - consumer goods	75	19,044	17,911	11,910	158	412	5,431	--
Farm supplies	9	4,373	1,194	419	5	--	770	--
Furniture and house furnishings	60	19,019	18,588	16,275	40	1,380	893	--
Groceries and foods (specialty lines)	625	417,026	353,389	256,413	541	39,192	56,981	262
Hardware	17	4,134	1,440	502	--	77	737	124
Jewelry and optical goods	48	11,017	7,347	5,674	2	384	1,287	--
Lumber and construction materials	81	x	30,548	9,650	360	8,182	12,237	119
Machinery, equipment and supplies	567	184,527	137,226	36,309	315	87,577	11,056	1,969
Metals and metal work (except scrap)	69	x	42,964	1,606	15	38,905	2,433	5
Paper and its products	50	28,859	28,447	8,987	144	15,072	4,244	--
Petroleum and its products	10	674	560	357	32	156	15	--
Plumbing and heating eqpt. and spls.	68	18,971	17,692	5,133	90	6,677	5,791	1
Tobacco and its products (except leaf)	14	6,016	2,935	2,387	--	34	514	--
All other	70	30,158	25,113	5,367	44	17,793	1,767	142

(continued on next page)

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

EAST NORTH CENTRAL STATES (Continued)

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*: Number	All establishments*: Total net sales (add 000)	Sales of establishments reporting distribution by classes of customers: Total of sales analyzed (add 000)	Domestic sales: to Retailers for resale (add 000)	Domestic sales: to Household consumers (add 000)	Domestic sales: to Industrial users (add 000)	Domestic sales: to Wholesalers (add 000)	Export sales to buyers in foreign countries (add 000)
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	1,046	$1,019,490	$841,381	$114,709	$277	$597,216	$124,984	$4,195
Amusement and sporting goods	26	17,537	12,137	--	--	12,137	--	--
Automotive	14	9,827	8,887	611	--	5,374	2,642	260
Beer, wines and liquors	6	9,335	9,335	1,656	--	2,452	5,227	--
Chemicals and paints	50	41,722	33,932	791	--	28,109	5,032	--
Clothing and furnishings	27	x	5,307	4,020	5	186	1,096	--
Coal and coke	4	x	7,618	3,236	20	3,326	27	1,009
Drugs and drug sundries (specialty lines)	8	x	3,926	2,247	--	944	735	--
Dry goods (specialty lines)	28	x	5,820	4,119	--	1,501	200	--
Electrical goods	80	x	47,891	2,417	--	40,789	4,655	30
Farm products - consumer goods	1	x	x	x	x	x	x	--
Farm supplies	3	x	x	x	x	x	x	--
Furniture and house furnishings	28	17,273	14,755	2,659	--	2,984	8,751	361
Groceries and foods (specialty lines)	32	46,701	45,470	29,454	57	4,877	11,082	--
Hardware	11	4,531	2,269	1,013	--	436	820	--
Jewelry and optical goods	12	x	581	106	--	240	235	--
Lumber and construction materials	62	73,286	53,383	41,602	--	6,442	5,132	207
Machinery, equipment and supplies	338	154,911	103,392	4,160	5	97,832	1,288	107
Metals and metal work (except scrap)	136	x	386,643	2,088	70	361,328	21,096	2,061
Paper and its products	41	36,499	18,431	1,014	3	10,501	6,753	160
Petroleum and its products	3	x	x	x	--	x	--	--
Plumbing and heating eqpt. and spls.	46	x	4,221	118	30	1,973	2,100	--
Tobacco and its products (except leaf)	18	55,936	x	x	--	--	x	--
All other	72	x	20,160	3,583	73	15,609	895	--
BULK TANK STATIONS								
Petroleum and its products	5,028	552,205	232,862	157,842	19,086	28,754	27,158	22
AGENTS AND BROKERS	3,550	1,827,534	1,531,442	304,292	2,251	555,069	656,987	12,843
Amusement and sporting goods	37	x	1,110	533	--	315	55	207
Automotive	122	21,618	20,651	2,240	12	14,579	987	2,833
Beer, wines and liquors	26	14,116	12,227	7,564	--	3,471	1,192	--
Chemicals and paints	87	11,508	10,110	985	873	7,666	493	93
Clothing and furnishings	135	20,764	19,361	14,401	--	735	4,150	75
Coal and coke	151	165,131	149,121	63,081	298	49,888	34,956	898
Drugs and drug sundries (specialty lines)	21	x	1,960	948	1	46	963	2
Dry goods (full line)	2	x	x	x	x	x	x	x
Dry goods (specialty lines)	116	64,573	49,938	20,341	180	18,800	10,364	253
Electrical goods	145	11,913	10,446	1,771	4	5,307	3,317	47
Farm products - raw materials	470	663,828	532,640	20,997	348	250,645	256,045	4,605
Farm products - consumer goods	278	192,422	187,376	96,156	13	7,576	82,684	847
Farm supplies	32	10,819	10,295	1,538	--	7,405	1,268	84
Furniture and house furnishings	85	14,069	13,526	9,077	41	2,315	2,093	--
General merchandise	6	x	277	--	--	62	42	173
Groceries (full line)	5	5,062	3,157	2,091	--	--	1,066	--
Groceries and foods (specialty lines)	335	364,642	301,865	38,512	200	31,469	231,341	343
Hardware	56	5,669	4,235	611	3	1,558	2,056	7
Jewelry and optical goods	17	x	1,332	1,182	6	1	143	--
Lumber and construction materials	168	18,156	15,074	4,811	42	9,795	326	100
Machinery, equipment and supplies	716	64,305	56,473	2,780	53	49,657	2,395	1,588
Metals and metal work (except scrap)	111	51,497	38,627	3,067	41	34,906	447	166
Paper and its products	51	x	9,275	813	11	4,361	4,090	--
Petroleum and its products	21	8,811	6,544	179	--	2,750	3,149	466
Plumbing and heating eqpt. and spls.	105	6,087	4,592	1,426	33	2,715	373	45
Tobacco and its products (except leaf)	2	x	x	x	x	x	x	x
Waste materials	27	x	11,013	--	--	10,657	356	--
All other	223	79,227	59,615	8,654	92	38,290	12,568	11
ASSEMBLERS	5,280	480,262	372,159	55,423	19,509	115,470	181,142	615
Farm products - raw materials	2,975	357,100	284,466	31,271	16,968	104,471	131,165	591
Farm products - consumer goods	2,047	114,921	81,956	21,804	1,816	10,156	48,164	16
Farm supplies	137	5,717	3,480	974	653	620	1,233	--
Groceries and foods (specialty lines)	61	1,576	1,512	870	37	47	550	8
All other	60	948	745	504	35	176	30	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

WEST NORTH CENTRAL STATES

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	Domestic sales				Export sales to buyers in foreign countries (add 000)
				to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	7,794	$1,761,710	$1,584,047	$1,045,472	$29,711	$366,795	$127,958	$14,111
Amusement and sporting goods	79	x	4,631	1,598	239	2,724	68	2
Automotive	749	92,782	84,292	64,246	11,772	3,662	4,610	2
Beer, wines and liquors	653	69,008	65,587	61,866	729	360	2,632	--
Chemicals and paints	137	x	12,868	5,546	852	5,223	1,247	--
Clothing and furnishings	232	x	58,609	55,653	261	2,072	411	212
Coal and coke	77	31,675	28,200	16,026	1,072	10,066	1,036	--
Drugs (full line)	32	45,521	36,955	35,370	96	1,184	305	--
Drugs and drug sundries (specialty lines)	91	5,396	4,698	3,519	35	70	1,072	2
Dry goods (full line)	25	63,380	62,496	62,283	61	--	--	152
Dry goods (specialty lines)	39	4,291	2,985	1,484	71	1,402	28	--
Electrical goods	209	x	45,996	32,516	994	11,213	1,268	5
Farm products - raw materials	205	258,176	231,670	5,794	819	189,717	22,882	12,458
Farm products - consumer goods	1,155	194,114	179,676	123,417	2,973	8,569	44,667	50
Farm supplies	252	52,599	44,045	31,661	1,713	2,578	7,741	352
Furniture and house furnishings	90	17,918	17,899	16,854	393	562	89	1
General merchandise	16	24,212	23,615	22,939	189	417	53	17
Groceries (full line)	380	246,509	229,285	221,705	561	3,947	3,072	--
Groceries and foods (specialty lines)	939	126,558	117,881	88,182	1,922	12,872	14,776	129
Hardware	80	68,832	46,916	41,683	844	3,961	403	25
Jewelry and optical goods	96	6,903	6,750	6,572	97	30	51	--
Lumber and construction materials	258	57,619	49,017	27,787	1,094	14,325	5,444	367
Machinery, equipment and supplies	600	69,646	60,921	17,714	883	40,144	2,155	25
Metals and metal work (except scrap)	55	x	9,293	2,569	29	5,882	813	--
Paper and its products	182	x	27,839	13,883	290	9,983	3,683	--
Petroleum and its products	90	x	21,358	12,477	944	5,253	2,538	146
Plumbing and heating eqpt. and spls.	108	x	14,605	10,017	47	3,785	744	12
Tobacco and its products (except leaf)	231	52,705	51,345	49,910	330	135	970	--
Waste materials	469	28,437	22,891	643	162	18,162	3,867	57
All other	265	x	21,724	11,558	239	8,497	1,333	97
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	1,227	768,164	629,267	394,152	1,533	99,106	133,615	861
Amusement and sporting goods	37	x	4,854	2,323	62	2,248	221	--
Automotive	124	x	142,484	133,889	48	7,175	1,372	--
Beer, wines and liquors	40	14,313	13,524	5,820	8	776	6,920	--
Chemicals and paints	42	x	16,751	6,567	47	7,603	2,533	1
Clothing and furnishings	23	85,636	85,387	84,359	72	259	461	236
Drugs and drug sundries (specialty lines)	26	x	6,615	3,974	--	495	2,146	--
Dry goods (specialty lines)	10	x	3,417	1,927	--	1,490	--	--
Electrical goods	43	30,194	28,243	4,048	52	20,196	3,947	--
Farm products - consumer goods	55	8,696	6,348	5,203	280	9	856	--
Farm supplies	5	877	877	424	49	202	202	--
Furniture and house furnishings	27	6,487	6,441	5,954	4	458	25	--
Groceries and foods (specialty lines)	301	176,089	141,573	91,192	385	17,155	32,542	299
Hardware	1	x	x	x	--	x	x	--
Jewelry and optical goods	26	2,260	--	--	--	--	--	--
Lumber and construction materials	20	6,781	5,397	3,749	58	1,173	417	--
Machinery, equipment and supplies	333	110,001	58,292	34,029	457	21,249	2,232	325
Metals and metal work (except scrap)	24	9,573	3,512	442	6	2,648	416	--
Paper and its products	18	x	6,026	455	2	5,552	17	--
Petroleum and its products	6	1,542	1,542	258	3	1,279	2	--
Plumbing and heating eqpt. and spls.	36	10,816	9,900	6,200	--	2,637	1,063	--
Tobacco and its products (except leaf)	9	83,497	80,665	2,966	--	319	77,380	--
All other	21	7,361	x	x	--	x	x	--

(continued on next page)

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* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

WEST NORTH CENTRAL STATES (Continued)

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	357	$191,441	$160,578	$43,606	$1,134	$68,576	$41,583	$5,679
Amusement and sporting goods	21	x	6,233	--	--	6,233	--	--
Automotive	4	9,783	9,783	9,273	1	50	459	--
Beer, wines and liquors	4	4,625	4,625	1,974	--	659	1,417	575
Chemicals and paints	19	x	5,144	236	17	4,881	--	10
Clothing and furnishings	4	358	358	358	--	--	--	--
Dry goods (specialty lines)	3	x	x	x	--	--	--	--
Electrical goods	26	x	2,793	343	--	2,248	202	--
Farm supplies	1	x	x	x	--	--	--	--
Furniture and house furnishings	6	3,710	2,333	236	--	133	1,964	--
Groceries and foods (specialty lines)	29	36,366	35,381	23,754	--	2,463	4,085	5,079
Hardware	1	x	--	--	--	--	--	--
Jewelry and optical goods	2	x	x	x	--	x	x	--
Lumber and construction materials	32	14,053	4,347	2,060	--	1,820	467	--
Machinery, equipment and supplies	96	x	14,002	92	917	12,760	233	--
Metals and metal work (except scrap)	43	x	41,447	1,926	183	32,139	7,184	15
Paper and its products	11	x	2,352	130	15	223	1,984	--
Petroleum and its products	3	x	x	x	--	x	x	--
Plumbing and heating eqpt. and spls.	15	1,584	1,584	1	1	594	988	--
Tobacco and its products (except leaf)	19	31,280	23,193	--	--	809	22,384	--
All other	18	x	3,771	224	--	3,539	8	--
BULK TANK STATIONS								
Petroleum and its products	7,278	284,734	110,767	85,583	12,245	7,924	5,015	--
AGENTS AND BROKERS	2,061	1,134,065	656,504	109,504	867	259,572	284,569	1,992
Amusement and sporting goods	14	429	346	31	--	240	75	--
Automotive	46	x	1,405	447	10	515	433	--
Beer, wines and liquors	6	521	471	172	--	--	299	--
Chemicals and paints	28	x	1,103	74	1	949	75	4
Clothing and furnishings	62	x	3,262	3,085	--	50	127	--
Coal and coke	51	x	27,020	15,726	38	8,387	2,458	411
Drugs and drug sundries (specialty lines)	11	474	214	49	--	40	125	--
Dry goods (specialty lines)	77	24,125	17,924	8,140	--	6,636	3,148	--
Electrical goods	67	3,626	3,394	247	1	1,524	1,617	5
Farm products - raw materials	825	793,136	360,194	27,181	504	195,265	136,277	967
Farm products - consumer goods	106	x	31,875	7,056	7	2,483	22,329	--
Farm supplies	50	12,802	10,842	3,746	134	6,233	696	33
Furniture and house furnishings	26	x	1,921	1,476	61	14	370	--
Groceries and foods (specialty lines)	184	x	154,874	32,937	--	14,306	107,631	--
Hardware	22	x	1,180	153	--	123	904	--
Jewelry and optical goods	2	x	x	x	x	x	x	x
Lumber and construction materials	73	x	7,699	4,283	8	1,062	2,292	54
Machinery, equipment and supplies	226	12,214	9,641	1,687	65	7,386	500	3
Metals and metal work (except scrap)	25	6,340	3,573	5	--	3,259	309	--
Paper and its products	13	2,669	2,660	20	1	183	2,456	--
Petroleum and its products	11	x	2,244	1,025	--	862	203	154
Plumbing and heating eqpt. and spls.	55	x	1,850	685	23	716	426	--
Tobacco and its products (except leaf)	1	x	x	x	x	x	x	x
Waste materials	4	x	757	--	--	415	--	342
All other	76	x	11,960	1,225	14	8,924	1,778	19
ASSEMBLERS	10,809	646,814	468,855	38,829	36,869	143,179	249,103	875
Farm products - raw materials	6,246	510,901	370,095	23,131	32,830	130,106	183,237	791
Farm products - consumer goods	4,396	126,957	93,685	14,547	3,097	12,236	63,721	84
Farm supplies	129	x	3,862	1,059	861	154	1,788	--
Groceries and foods (specialty lines)	8	x	430	18	80	2	330	--
All other	30	982	783	74	1	681	27	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

SOUTH ATLANTIC STATES

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	Export sales to buyers in foreign countries (add 000)
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	7,676	$1,378,681	$1,189,417	$819,443	$23,823	$245,628	$67,785	$32,738
Amusement and sporting goods	64	x	5,404	2,477	129	2,797	1	--
Automotive	478	55,050	48,512	36,962	6,098	2,571	2,739	142
Beer, wines and liquors	388	60,750	57,620	49,575	876	2,156	5,013	--
Chemicals and paints	108	30,644	28,033	3,966	397	7,849	9,749	6,072
Clothing and furnishings	217	x	19,562	19,217	51	74	218	2
Coal and coke	53	19,492	11,638	5,339	144	5,519	626	10
Drugs (full line)	53	35,202	28,966	28,286	74	420	186	--
Drugs and drug sundries (specialty lines)	98	13,446	5,062	4,361	31	28	619	23
Dry goods (full line)	69	31,391	29,428	28,737	111	456	124	--
Dry goods (specialty lines)	85	6,327	5,130	3,517	14	1,599	--	--
Electrical goods	226	52,333	46,387	32,705	979	11,594	1,109	--
Farm products - raw materials	197	x	107,829	1,940	612	74,486	7,253	23,538
Farm products - consumer goods	909	101,796	95,642	75,984	2,449	6,544	10,600	65
Farm supplies	212	x	23,838	12,090	1,791	7,198	2,756	3
Furniture and house furnishings	80	11,038	10,437	8,252	86	2,076	23	--
General merchandise	22	15,682	15,571	15,341	58	172	--	--
Groceries (full line)	659	232,962	216,833	208,876	1,127	5,284	1,530	16
Groceries and foods (specialty lines)	1,519	163,738	142,923	114,977	1,956	14,129	11,606	255
Hardware	138	x	38,922	28,971	3,000	6,451	500	--
Jewelry and optical goods	51	9,363	6,564	6,544	20	--	--	--
Lumber and construction materials	332	45,460	36,500	14,058	1,328	16,389	3,288	1,437
Machinery, equipment and supplies	482	54,919	46,419	9,759	681	34,257	1,715	7
Metals and metal work (except scrap)	51	9,477	7,821	1,867	25	5,012	917	--
Paper and its products	183	30,126	26,208	13,154	358	12,045	523	128
Petroleum and its products	76	x	4,320	3,709	74	413	124	--
Plumbing and heating eqpt. and spls.	138	26,433	15,095	9,073	295	5,451	276	--
Tobacco and its products (except leaf)	202	78,922	71,398	69,119	672	312	1,295	--
Waste materials	338	26,173	20,745	541	201	15,665	3,455	883
All other	248	20,373	16,610	10,046	186	4,681	1,540	157
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	1,122	616,010	527,233	310,702	2,552	145,865	64,541	3,573
Amusement and sporting goods	19	5,560	4,189	1,846	128	1,592	385	238
Automotive	91	x	126,861	117,725	49	5,779	3,308	--
Beer, wines and liquors	46	x	12,308	2,971	--	2,449	6,888	--
Chemicals and paints	47	80,901	78,544	4,085	43	60,615	10,861	2,940
Clothing and furnishings	8	4,987	4,987	4,888	--	--	--	99
Drugs and drug sundries (specialty lines)	18	5,147	3,557	1,789	--	181	1,587	--
Dry goods (specialty lines)	5	945	892	64	--	651	172	5
Electrical goods	44	24,227	23,018	2,009	11	18,544	2,454	--
Farm products - consumer goods	36	2,711	2,377	2,316	48	13	--	--
Farm supplies	33	17,781	11,408	1,037	1,001	3,636	5,664	70
Furniture and house furnishings	21	7,512	6,103	3,460	1	2,571	71	--
Groceries and foods (specialty lines)	398	240,150	215,120	162,522	885	21,817	29,700	196
Jewelry and optical goods	28	1,552	--	--	--	--	--	--
Lumber and construction materials	22	6,056	2,135	289	12	1,825	9	--
Machinery, equipment and supplies	224	39,345	24,790	2,786	9	21,437	533	25
Metals and metal work (except scrap)	11	5,363	1,162	54	--	1,107	1	--
Paper and its products	8	5,302	335	19	--	315	1	--
Petroleum and its products	2	x	x	x	x	x	x	--
Plumbing and heating eqpt. and spls.	34	8,917	7,625	2,660	362	1,730	2,873	--
All other	27	2,098	x	x	x	x	x	--

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* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

SOUTH ATLANTIC STATES (Continued)

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	Export sales to buyers in foreign countries (add 000)
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	326	$218,293	$160,032	$24,828	$450	$88,387	$46,358	$9
Amusement and sporting goods	14	x	5,600	--	--	5,600	--	--
Automotive	3	x	x	x	--	x	x	--
Beer, wines and liquors	3	x	x	x	--	x	x	--
Chemicals and paints	13	6,873	3,210	42	18	3,150	--	--
Clothing and furnishings	1	x	x	x	--	--	--	--
Drugs and drug sundries (specialty lines)	1	x	x	x	--	--	--	--
Dry goods (specialty lines)	8	11,191	8,177	1,341	--	6,836	--	--
Electrical goods	25	15,518	15,117	404	17	11,590	3,106	--
Farm supplies	20	11,631	10,085	6,656	241	3,188	--	--
Furniture and house furnishings	5	2,185	1,189	83	--	197	903	6
Groceries and foods (specialty lines)	19	13,939	13,198	10,880	87	530	1,701	--
Hardware	2	x	x	x	--	x	x	--
Lumber and construction materials	25	8,887	1,865	1,364	--	474	27	--
Machinery, equipment and supplies	78	25,375	17,984	1,774	--	16,099	109	2
Metals and metal work (except scrap)	33	34,872	28,205	346	86	25,211	2,562	--
Paper and its products	8	x	428	140	--	117	171	--
Petroleum and its products	3	x	--	--	--	--	--	--
Plumbing and heating eqpt. and spls.	19	1,524	1,254	30	1	503	720	--
Tobacco and its products (except leaf)	25	57,532	38,386	--	--	4,050	34,336	--
All other	21	11,090	10,942	508	--	10,432	1	1
BULK TANK STATIONS								
Petroleum and its products	2,639	323,345	162,791	135,428	7,729	11,884	6,342	1,408
AGENTS AND BROKERS	1,667	639,777	458,762	80,332	167	176,035	174,997	27,231
Amusement and sporting goods	6	232	182	108	26	20	28	--
Automotive	25	2,876	2,625	620	2	1,743	260	--
Beer, wines and liquors	3	900	900	300	--	--	600	--
Chemicals and paints	35	11,348	5,552	658	--	193	4,157	544
Clothing and furnishings	20	1,674	1,614	1,256	--	--	358	--
Coal and coke	51	28,014	24,837	7,590	29	13,120	2,898	1,200
Drugs and drug sundries (specialty lines)	5	43	27	15	--	3	9	--
Dry goods (full line)	1	x	x	x	x	x	x	x
Dry goods (specialty lines)	29	14,056	3,719	1,665	--	1,558	496	--
Electrical goods	32	2,929	2,565	460	7	1,295	803	--
Farm products - raw materials	430	x	197,171	12,814	20	113,524	48,058	22,755
Farm products - consumer goods	188	49,769	34,115	19,270	22	1,106	13,059	658
Farm supplies	115	x	11,134	3,538	13	6,521	1,033	29
Furniture and house furnishings	16	1,653	1,508	474	1	941	92	--
General merchandise	4	2,936	421	420	1	--	--	--
Groceries (full line)	3	1,191	1,191	--	--	--	1,191	--
Groceries and foods (specialty lines)	317	x	131,649	25,431	2	10,166	95,697	353
Hardware	8	2,105	2,050	--	--	44	2,006	--
Jewelry and optical goods	3	84	55	55	--	--	--	--
Lumber and construction materials	99	13,291	9,338	2,682	21	4,173	1,505	957
Machinery, equipment and supplies	145	10,108	9,201	405	13	8,610	173	--
Metals and metal work (except scrap)	16	1,214	1,127	5	--	956	166	--
Paper and its products	17	2,540	2,005	49	--	1,306	650	--
Petroleum and its products	5	1,558	139	85	1	28	25	--
Plumbing and heating eqpt. and spls.	27	2,358	2,238	1,417	6	375	440	--
Tobacco and its products (except leaf)	1	x	x	x	x	x	x	x
Waste materials	7	1,328	1,153	--	--	842	240	71
All other	59	17,497	12,087	856	3	9,511	1,053	664
ASSEMBLERS	1,937	230,047	147,488	22,026	2,251	60,387	60,796	2,028
Farm products - raw materials	1,003	135,683	81,646	3,530	1,159	50,534	24,690	1,733
Farm products - consumer goods	589	x	48,450	12,407	851	2,118	32,838	236
Farm supplies	70	5,765	2,879	1,555	168	888	268	--
Groceries and foods (specialty lines)	251	18,260	14,190	4,473	73	6,597	2,988	59
All other	24	x	323	61	--	250	12	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

EAST SOUTH CENTRAL STATES

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	3,267	$668,320	$592,589	$392,851	$10,680	$103,888	$64,662	$20,508
Amusement and sporting goods	17	x	941	280	22	591	48	--
Automotive	203	16,425	13,493	9,537	647	1,741	1,568	--
Beer, wines and liquors	173	23,831	23,298	22,388	51	89	770	--
Chemicals and paints	28	x	2,787	1,379	438	403	562	5
Clothing and furnishings	87	12,172	11,795	11,395	117	100	183	--
Coal and coke	32	9,311	7,708	2,464	13	4,276	955	--
Drugs (full line)	27	17,264	15,977	15,107	58	501	310	1
Drugs and drug sundries (specialty lines)	47	2,026	1,565	1,238	44	1	253	29
Dry goods (full line)	47	22,195	21,123	20,682	68	369	4	--
Dry goods (specialty lines)	22	1,568	1,447	1,295	1	151	--	--
Electrical goods	65	x	12,726	8,461	392	3,654	219	--
Farm products - raw materials	141	111,772	90,397	1,407	155	37,848	32,273	18,714
Farm products - consumer goods	446	44,897	42,240	29,221	1,471	620	10,928	--
Farm supplies	67	10,156	9,201	5,459	1,121	470	2,126	25
Furniture and house furnishings	28	3,431	3,369	2,863	221	217	68	--
General merchandise	16	x	12,850	12,037	72	706	35	--
Groceries (full line)	415	160,897	148,306	144,465	894	2,153	794	--
Groceries and foods (specialty lines)	515	47,489	42,212	36,169	978	1,897	3,168	--
Hardware	60	34,763	31,100	23,575	1,593	5,207	725	--
Jewelry and optical goods	13	742	719	709	10	--	--	--
Lumber and construction materials	175	29,267	25,115	9,221	1,095	11,057	2,059	1,683
Machinery, equipment and supplies	210	27,271	21,481	3,906	502	16,000	1,066	7
Metals and metal work (except scrap)	14	x	2,015	615	69	1,276	55	--
Paper and its products	56	9,384	9,077	4,147	--	3,032	1,898	--
Petroleum and its products	18	x	605	458	19	80	48	--
Plumbing and heating eqpt. and spls.	35	7,596	7,302	4,153	430	1,166	1,553	--
Tobacco and its products (except leaf)	63	19,259	17,855	17,029	102	170	554	--
Waste materials	145	11,180	10,049	154	41	8,487	1,323	44
All other	102	6,721	5,836	3,037	56	1,626	1,117	--
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	428	204,634	178,020	119,918	1,049	37,265	19,649	139
Amusement and sporting goods	5	x	504	266	19	167	52	--
Automotive	41	48,023	43,311	41,591	72	1,541	107	--
Beer, wines and liquors	8	x	4,103	1,118	53	1,037	1,895	--
Chemicals and paints	22	x	4,652	1,818	159	2,594	81	--
Clothing and furnishings	7	x	7,989	7,845	--	76	68	--
Drugs and drug sundries (specialty lines)	9	x	4,770	3,903	8	273	478	108
Electrical goods	8	1,175	1,134	5	2	946	181	--
Farm products - consumer goods	3	x	x	x	x	--	x	--
Farm supplies	3	x	x	x	x	--	x	--
Furniture and house furnishings	9	2,347	2,347	1,663	--	11	673	--
Groceries and foods (specialty lines)	160	80,720	70,563	51,581	99	7,342	11,541	--
Jewelry and optical goods	12	688	--	--	--	--	--	--
Lumber and construction materials	6	3,145	2,741	613	34	566	1,528	--
Machinery, equipment and supplies	95	19,073	14,150	6,837	561	6,260	463	29
Metals and metal work (except scrap)	11	6,184	2,105	289	3	1,537	276	--
Paper and its products	7	x	3,538	10	6	3,470	50	2
Plumbing and heating eqpt. and spls.	12	x	2,643	1,760	15	379	489	--
All other	10	x	11,476	157	8	11,066	245	--

(continued on next page)

* Including those from which no analysis of sales by classes of customers was obtainable.   X Figures withheld to avoid disclosure of individual operations.

EAST SOUTH CENTRAL STATES (Continued)

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	129	$66,588	$52,562	$6,617	$157	$19,893	$25,891	$4
Amusement and sporting goods	4	970	699	--	--	699	--	--
Beer, wines and liquors	2	x	x	x	x	x	x	--
Chemicals and paints	7	x	2,345	--	17	2,328	--	--
Clothing and furnishings	2	x	x	x	--	--	--	--
Coal and coke	1	x	x	x	--	x	--	x
Dry goods (specialty lines)	3	x	x	--	--	x	x	x
Electrical goods	12	x	8,170	115	--	6,662	1,393	--
Farm supplies	3	x	x	x	x	x	--	--
Furniture and house furnishings	1	x	--	--	--	--	--	--
Groceries and foods (specialty lines)	4	1,559	1,559	1,385	--	66	108	--
Lumber and construction materials	11	4,485	2,190	896	--	1,294	--	--
Machinery, equipment and supplies	34	x	3,116	72	--	3,043	1	--
Metals and metal work (except scrap)	10	x	3,156	67	--	2,754	335	--
Paper and its products	2	x	--	--	--	--	--	--
Petroleum and its products	1	x	--	--	--	--	--	--
Plumbing and heating eqpt. and spls.	9	504	498	9	12	477	--	--
Tobacco and its products (except leaf)	12	22,515	14,632	--	--	--	14,632	--
All other	11	x	1,890	5	5	1,876	2	2
BULK TANK STATIONS								
Petroleum and its products	1,471	129,925	60,095	50,460	3,233	5,120	1,282	--
AGENTS AND BROKERS	871	409,912	312,950	23,380	1,475	99,382	181,379	7,334
Amusement and sporting goods	2	x	x	--	--	x	x	--
Automotive	8	x	512	142	--	20	350	--
Beer, wines and liquors	3	523	449	421	--	--	28	--
Chemicals and paints	12	1,502	817	192	--	491	134	--
Clothing and furnishings	9	x	700	375	--	--	325	--
Coal and coke	35	13,065	10,466	5,220	5	4,281	960	--
Drugs and drug sundries (specialty lines)	2	x	x	--	--	x	x	--
Dry goods (specialty lines)	4	3,058	229	--	--	171	58	--
Electrical goods	7	x	258	--	--	198	60	--
Farm products - raw materials	363	255,212	190,442	2,192	1,242	75,257	105,596	6,155
Farm products - consumer goods	32	7,372	6,892	1,441	6	356	4,876	213
Farm supplies	12	x	7,519	3,117	203	332	3,867	--
Furniture and house furnishings	6	x	428	344	--	84	--	--
Groceries (full line)	3	1,092	1,092	--	--	73	1,019	--
Groceries and foods (specialty lines)	193	77,483	69,540	6,454	--	5,297	57,789	--
Hardware	8	x	3,603	823	--	92	2,688	--
Lumber and construction materials	51	4,618	2,835	938	--	1,253	95	549
Machinery, equipment and supplies	62	x	2,852	136	16	2,073	627	--
Metals and metal work (except scrap)	9	x	1,401	--	--	1,111	265	25
Paper and its products	7	x	126	--	3	23	100	--
Petroleum and its products	3	1,022	1,022	1,022	--	--	--	--
Plumbing and heating eqpt. and spls.	10	621	581	59	--	205	317	--
Waste materials	3	103	5	--	--	--	5	--
All other	27	x	10,160	504	--	8,047	1,217	392
ASSEMBLERS	1,428	130,278	100,266	5,493	614	44,820	47,478	1,861
Farm products - raw materials	739	106,881	81,835	2,366	415	42,707	34,545	1,802
Farm products - consumer goods	615	21,473	16,882	2,718	177	1,152	12,776	59
Farm supplies	23	x	437	288	22	114	13	--
Groceries and foods (specialty lines)	18	x	561	16	--	455	90	--
All other	33	647	551	105	--	392	54	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

WEST SOUTH CENTRAL STATES

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	Domestic sales				Export sales to buyers in foreign countries (add 000)
				to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	5,758	$1,307,470	$1,202,406	$638,597	$16,879	$251,575	$87,933	$207,422
Amusement and sporting goods	63	5,366	4,862	2,305	232	2,300	25	--
Automotive	455	48,902	42,525	32,581	4,737	2,196	2,969	42
Beer, wines and liquors	324	33,117	30,688	28,763	196	410	1,313	5
Chemicals and paints	57	5,800	4,731	1,339	219	2,163	764	246
Clothing and furnishings	81	10,214	10,066	9,875	63	87	40	1
Coal and coke	8	x	708	469	20	92	127	--
Drugs (full line)	30	26,672	24,675	24,399	9	138	114	15
Drugs and drug sundries (specialty lines)	68	4,164	4,059	2,638	80	1	1,340	--
Dry goods (full line)	36	22,008	21,213	19,630	112	834	525	112
Dry goods (specialty lines)	17	1,707	940	809	--	82	49	--
Electrical goods	118	28,356	26,631	19,487	1,030	5,830	210	74
Farm products - raw materials	200	332,794	311,332	4,871	319	86,870	21,929	197,343
Farm products - consumer goods	672	77,511	73,258	55,410	2,211	2,753	12,777	107
Farm supplies	139	19,082	15,326	8,697	1,098	732	4,061	738
Furniture and house furnishings	40	x	5,932	5,403	478	49	2	--
General merchandise	18	x	13,560	12,739	73	67	502	179
Groceries (full line)	652	262,264	242,065	231,747	1,074	2,719	6,295	230
Groceries and foods (specialty lines)	963	106,457	101,039	71,103	1,747	7,429	20,718	42
Hardware	69	36,137	32,816	24,165	1,025	6,772	515	339
Jewelry and optical goods	36	x	2,522	1,947	180	17	42	336
Lumber and construction materials	175	26,621	25,575	14,377	631	4,491	2,244	3,832
Machinery, equipment and supplies	811	137,831	123,921	9,312	706	111,495	2,224	184
Metals and metal work (except scrap)	37	x	6,007	1,596	--	3,535	874	2
Paper and its products	78	12,108	10,469	5,767	86	1,776	2,753	87
Petroleum and its products	77	9,672	3,322	2,655	135	480	47	5
Plumbing and heating eqpt. and spls.	74	9,217	8,639	6,163	218	1,858	400	--
Tobacco and its products (except leaf)	131	38,422	35,966	34,204	65	171	1,526	--
Waste materials	181	11,771	10,235	118	29	4,095	2,663	3,330
All other	148	10,722	9,324	6,028	106	2,133	885	172
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	882	382,019	314,459	215,863	994	64,005	33,363	234
Amusement and sporting goods	19	3,589	3,014	1,307	72	1,464	171	--
Automotive	71	x	106,761	103,030	67	2,765	899	--
Beer, wines and liquors	24	3,835	3,835	1,437	--	156	2,242	--
Chemicals and paints	24	5,881	5,477	3,413	176	1,702	186	--
Clothing and furnishings	4	693	693	693	--	--	--	--
Drugs and drug sundries (specialty lines)	16	4,954	3,259	1,523	--	245	1,491	--
Dry goods (specialty lines)	5	x	279	133	--	146	--	--
Electrical goods	29	x	11,418	2,235	12	7,541	1,630	--
Farm products - consumer goods	10	x	1,163	853	217	35	58	--
Furniture and house furnishings	15	3,253	3,253	3,133	--	118	2	--
Groceries and foods (specialty lines)	269	142,017	121,404	86,359	123	12,517	22,239	166
Jewelry and optical goods	24	x	29	29	--	--	--	--
Lumber and construction materials	10	x	895	298	4	586	7	--
Machinery, equipment and supplies	284	59,890	38,569	8,040	230	28,814	1,485	--
Metals and metal work (except scrap)	21	x	5,266	1,022	17	2,174	2,053	--
Paper and its products	13	3,292	3,292	106	--	3,186	--	--
Petroleum and its products	8	2,119	252	60	--	163	29	--
Plumbing and heating eqpt. and spls.	20	5,445	4,856	2,064	76	2,074	574	68
Tobacco and its products (except leaf)	1	x	--	--	--	--	--	--
All other	15	1,209	744	128	--	319	297	--

(continued on next page)

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* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

WEST SOUTH CENTRAL STATES (Continued)

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	Domestic sales				Export sales to buyers in foreign countries (add 000)
				to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	249	$114,498	$89,215	$16,033	$27	$35,224	$37,898	$33
Amusement and sporting goods	14	5,384	3,562	4	--	3,558	--	--
Automotive	1	x	x	x	--	x	--	--
Beer, wines and liquors	4	3,518	3,518	--	--	2,554	964	--
Chemicals and paints	6	2,263	2,263	47	--	2,216	--	--
Clothing and furnishings	1	x	x	--	--	--	--	--
Dry goods (specialty lines)	7	2,750	2,750	1,464	--	1,286	--	--
Electrical goods	12	x	1,999	38	--	1,779	182	--
Furniture and house furnishings	6	x	1,007	233	--	145	620	9
Groceries and foods (specialty lines)	20	x	13,475	8,684	--	1,280	3,511	--
Lumber and construction materials	25	x	5,143	1,743	--	2,412	988	--
Machinery, equipment and supplies	66	13,160	10,834	76	--	10,248	510	--
Metals and metal work (except scrap)	29	28,566	17,982	15	14	8,036	9,893	24
Paper and its products	11	x	1,757	258	--	250	1,249	--
Petroleum and its products	5	x	2,422	2,383	--	39	--	--
Plumbing and heating eqpt. and spls.	16	848	848	40	13	371	424	--
Tobacco and its products (except leaf)	17	25,188	19,557	--	--	--	19,557	--
All other	9	x	x	x	--	x	--	--
BULK TANK STATIONS								
Petroleum and its products	4,160	227,969	141,457	113,886	7,290	13,618	6,506	157
AGENTS AND BROKERS	1,058	398,671	346,540	53,235	269	86,848	177,681	28,507
Amusement and sporting goods	5	x	51	33	--	18	--	--
Automotive	30	4,186	4,175	238	19	30	1,823	2,065
Beer, wines and liquors	2	x	x	x	--	--	x	x
Chemicals and paints	16	2,297	2,101	57	--	1,853	51	140
Clothing and furnishings	17	1,769	1,769	1,589	--	125	55	--
Coal and coke	9	1,076	1,076	381	--	524	171	--
Drugs and drug sundries (specialty lines)	4	x	141	122	--	16	3	--
Dry goods (specialty lines)	32	12,089	8,761	4,841	--	2,841	1,079	--
Electrical goods	22	x	1,479	109	17	735	614	4
Farm products - raw materials	290	176,051	148,971	7,950	136	48,614	74,616	17,655
Farm products - consumer goods	75	19,241	17,744	6,550	--	21	11,123	50
Farm supplies	11	x	4,482	558	--	2,401	1,523	--
Furniture and house furnishings	16	1,844	1,844	751	5	1,088	--	--
General merchandise	2	x	x	x	--	--	x	x
Groceries (full line)	1	x	x	x	--	--	--	--
Groceries and foods (specialty lines)	209	x	115,111	20,718	1	15,691	78,239	462
Hardware	10	x	1,129	711	--	4	414	--
Jewelry and optical goods	3	57	32	25	--	7	--	--
Lumber and construction materials	78	14,302	13,686	3,903	46	2,840	2,404	4,493
Machinery, equipment and supplies	125	6,129	5,310	370	29	4,217	459	235
Metals and metal work (except scrap)	11	x	922	--	--	754	168	--
Paper and its products	11	x	956	240	--	31	685	--
Petroleum and its products	21	x	6,703	1,185	--	3,055	851	1,612
Plumbing and heating eqpt. and spls.	17	691	512	106	1	194	211	--
Waste materials	4	315	129	18	15	96	--	--
All other	37	x	8,377	2,125	--	1,693	2,828	1,731
ASSEMBLERS	2,949	265,947	222,647	10,384	2,908	63,548	89,433	56,374
Farm products - raw materials	1,757	227,643	193,389	4,464	2,198	60,766	70,041	55,920
Farm products - consumer goods	1,069	32,331	24,598	4,706	384	2,482	16,975	51
Farm supplies	47	x	1,307	272	238	52	745	--
Groceries and foods (specialty lines)	57	3,962	3,220	897	78	234	1,608	403
All other	19	x	133	45	10	14	64	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

MOUNTAIN STATES

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	2,144	$348,364	$300,810	$219,327	$9,969	$41,100	$27,246	$3,168
Amusement and sporting goods	29	1,959	1,940	773	31	1,128	8	--
Automotive	227	24,437	22,176	14,867	3,580	1,484	2,230	15
Beer, wines and liquors	175	15,587	14,549	13,934	122	123	370	--
Chemicals and paints	26	2,218	1,878	578	267	745	288	--
Clothing and furnishings	31	x	3,348	3,223	6	109	10	--
Coal and coke	16	x	2,042	1,454	27	465	96	--
Drugs (full line)	17	x	10,119	9,699	153	203	54	10
Drugs and drug sundries (specialty lines)	16	x	589	588	--	--	1	--
Dry goods (full line)	6	2,656	1,981	1,900	16	47	18	--
Dry goods (specialty lines)	4	x	169	119	--	50	--	--
Electrical goods	58	x	9,579	6,223	332	2,887	137	--
Farm products - raw materials	76	21,418	18,737	3,960	433	2,331	9,234	2,779
Farm products - consumer goods	378	37,729	34,562	27,152	532	2,065	4,680	133
Farm supplies	57	x	6,347	3,561	510	1,033	1,223	20
Furniture and house furnishings	18	x	3,391	2,575	216	191	409	--
General merchandise	5	x	4,975	3,513	1,280	182	--	--
Groceries (full line)	172	80,311	72,477	67,192	550	3,989	712	34
Groceries and foods (specialty lines)	276	28,792	26,548	19,467	544	1,955	4,552	30
Hardware	27	x	10,419	7,287	394	1,771	967	--
Jewelry and optical goods	19	904	904	897	7	--	--	--
Lumber and construction materials	52	10,951	7,280	4,644	298	2,081	257	--
Machinery, equipment and supplies	169	21,269	17,530	2,273	71	14,282	757	147
Metals and metal work (except scrap)	13	1,765	1,693	676	57	827	133	--
Paper and its products	27	x	2,775	2,121	--	449	205	--
Petroleum and its products	25	1,154	1,011	938	43	29	1	--
Plumbing and heating eqpt. and spls.	25	x	4,179	2,726	225	1,140	88	--
Tobacco and its products (except leaf)	67	14,672	14,298	13,957	72	29	240	--
Waste materials	66	1,879	1,518	110	69	1,079	260	--
All other	67	3,996	3,796	2,920	134	426	316	--
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	357	110,821	84,136	54,850	315	22,018	6,940	13
Amusement and sporting goods	10	1,538	1,098	616	12	470	--	--
Automotive	27	x	23,249	22,329	22	709	189	--
Beer, wines and liquors	15	x	3,418	991	--	309	2,118	--
Chemicals and paints	11	3,868	3,791	1,668	137	1,846	140	--
Clothing and furnishings	6	655	655	628	--	27	--	--
Coal and coke	1	x	x	x	x	--	--	--
Drugs and drug sundries (specialty lines)	4	174	164	164	--	--	--	--
Electrical goods	15	10,481	10,260	753	3	8,791	713	--
Furniture and house furnishings	7	x	1,287	1,265	--	20	2	--
Groceries and foods (specialty lines)	133	35,357	27,383	22,600	70	1,996	2,717	--
Jewelry and optical goods	10	558	128	102	23	2	1	--
Lumber and construction materials	3	x	x	x	x	x	x	--
Machinery, equipment and supplies	80	12,506	5,894	762	28	5,072	32	--
Metals and metal work (except scrap)	6	x	1,122	133	--	656	333	--
Paper and its products	7	1,985	1,985	1,117	--	868	--	--
Petroleum and its products	1	x	x	x	--	x	--	--
Plumbing and heating eqpt. and spls.	13	2,833	2,341	1,048	1	1,145	134	13
Tobacco and its products (except leaf)	1	x	x	x	--	--	x	--
All other	7	344	222	5	--	9	208	--

(continued on next page)

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* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

MOUNTAIN STATES (Continued)

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	85	$31,695	$29,282	$6,562	$35	$13,544	$9,122	$19
Amusement and sporting goods	9	x	1,666	--	--	1,666	--	--
Automotive	1	x	x	x	--	--	--	--
Chemicals and paints	3	x	x	x	--	x	--	x
Electrical goods	5	960	960	39	35	656	230	--
Furniture and house furnishings	2	x	x	x	--	x	x	--
Groceries and foods (specialty lines)	10	7,287	7,078	6,298	--	661	119	--
Lumber and construction materials	2	x	x	x	--	--	x	--
Machinery, equipment and supplies	24	6,036	5,033	26	--	4,992	15	--
Metals and metal work (except scrap)	14	x	4,752	110	--	2,977	1,652	13
Paper and its products	4	764	764	--	--	75	689	--
Petroleum and its products	1	x	x	--	--	--	x	--
Plumbing and heating eqpt. and spls.	2	x	x	--	--	x	x	--
Tobacco and its products (except leaf)	5	x	6,084	--	--	--	6,084	--
All other	3	x	x	x	--	x	--	x
BULK TANK STATIONS								
Petroleum and its products	1,968	115,738	63,730	49,611	1,922	5,797	6,284	116
AGENTS AND BROKERS	383	144,700	113,983	12,467	182	8,292	91,953	1,089
Amusement and sporting goods	8	x	457	6	--	153	298	--
Automotive	16	318	318	44	--	24	250	--
Beer, wines and liquors	2	x	x	x	--	x	x	--
Chemicals and paints	5	x	104	22	2	29	51	--
Clothing and furnishings	6	x	311	311	--	--	--	--
Coal and coke	18	x	3,777	2,326	62	768	621	--
Dry goods (full line)	1	x	x	--	--	--	x	--
Dry goods (specialty lines)	3	19	19	19	--	--	--	--
Electrical goods	13	956	706	87	--	149	445	25
Farm products - raw materials	68	x	52,808	808	41	784	50,118	1,057
Farm products - consumer goods	41	x	9,494	1,505	53	71	7,861	4
Farm supplies	2	x	x	x	x	x	x	--
Furniture and house furnishings	10	x	998	990	--	7	1	--
Groceries (full line)	7	3,500	3,500	1,580	--	--	1,920	--
Groceries and foods (specialty lines)	62	x	32,682	3,245	--	626	28,811	--
Hardware	9	x	621	309	--	68	244	--
Lumber and construction materials	16	x	1,163	833	12	203	115	--
Machinery, equipment and supplies	69	x	5,021	164	9	4,456	390	2
Metals and metal work (except scrap)	7	569	569	4	2	541	21	1
Paper and its products	4	x	182	--	--	19	163	--
Petroleum and its products	2	x	x	x	x	--	--	--
Plumbing and heating eqpt. and spls.	6	344	339	100	--	187	52	--
All other	8	253	220	71	--	149	--	--
ASSEMBLERS	1,476	95,712	75,221	6,137	4,060	18,654	46,344	26
Farm products - raw materials	836	x	45,536	2,166	2,002	15,147	26,221	--
Farm products - consumer goods	603	34,314	28,331	3,559	1,988	3,238	19,526	20
Farm supplies	21	2,526	952	154	55	192	545	6
Groceries and foods (specialty lines)	7	x	212	197	15	--	--	--
All other	9	190	190	61	--	77	52	--

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* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

PACIFIC STATES

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	9,430	$1,656,928	$1,506,622	$922,186	$40,251	$292,484	$202,993	$48,708
Amusement and sporting goods	168	19,935	18,654	5,638	359	12,382	234	41
Automotive	829	108,056	87,162	59,953	14,342	5,782	7,065	20
Beer, wines and liquors	672	80,144	76,031	60,384	2,615	2,936	9,823	273
Chemicals and paints	154	14,075	13,379	2,656	493	9,131	925	174
Clothing and furnishings	307	33,492	32,985	31,451	187	597	708	42
Coal and Coke	23	2,078	1,866	1,468	71	250	55	22
Drugs (full line)	24	47,192	47,192	44,308	203	2,126	470	85
Drugs and drug sundries (specialty lines)	149	8,797	8,192	5,728	42	224	2,141	57
Dry goods (full line)	14	8,351	8,351	7,837	13	459	42	--
Dry goods (specialty lines)	180	24,726	21,533	14,821	81	5,840	790	1
Electrical goods	303	66,019	61,717	38,446	1,408	15,034	6,364	465
Farm products - raw materials	152	103,437	81,755	11,728	520	25,915	27,324	16,268
Farm products - consumer goods	1,306	201,521	193,227	139,599	7,963	16,172	25,662	3,831
Farm supplies	167	41,084	36,306	15,544	1,594	11,723	6,641	804
Furniture and house furnishings	223	21,779	20,870	18,340	291	1,903	291	45
General merchandise	33	x	34,274	10,589	329	3,662	8,148	11,546
Groceries (full line)	261	177,623	170,319	155,391	681	9,188	3,588	1,471
Groceries and foods (specialty lines)	1,339	191,552	176,980	103,411	3,031	23,930	40,470	6,138
Hardware	112	49,612	42,693	29,908	924	11,197	574	90
Jewelry and optical goods	165	18,106	15,968	13,799	363	836	967	3
Lumber and construction materials	328	71,613	59,356	26,026	1,143	20,749	9,240	2,198
Machinery, equipment and supplies	991	116,016	100,751	16,507	1,163	75,799	7,007	275
Metals and metal work (except scrap)	109	18,836	12,812	2,575	113	8,307	1,792	25
Paper and its products	173	25,311	23,041	13,948	482	7,068	1,478	65
Petroleum and its products	63	6,821	6,502	4,084	48	718	898	754
Plumbing and heating eqpt. and spls.	151	19,003	17,793	10,575	414	5,415	1,378	11
Tobacco and its products (except leaf)	167	91,556	90,832	58,290	246	489	31,790	17
Waste materials	281	21,000	18,253	2,361	225	9,321	3,705	2,641
All other	586	x	27,828	16,821	907	5,331	3,423	1,346
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	1,489	729,318	616,776	298,971	3,899	157,461	152,155	4,290
Amusement and sporting goods	41	12,917	6,547	3,526	98	2,441	482	--
Automotive	112	121,864	97,319	85,912	337	7,175	3,877	18
Beer, wines and liquors	72	33,348	24,984	4,351	39	1,555	19,021	18
Chemicals and paints	101	31,185	27,541	10,671	758	13,017	2,399	696
Clothing and furnishings	60	x	18,722	18,431	9	181	100	1
Coal and coke	1	x	--	--	--	--	--	--
Drugs and drug sundries (specialty lines)	36	x	6,789	4,416	33	570	1,770	--
Dry goods (specialty lines)	33	x	5,887	2,945	10	2,870	62	--
Electrical goods	62	34,651	33,054	5,892	1,265	21,303	4,594	--
Farm products - consumer goods	19	x	3,585	1,626	838	724	397	--
Farm supplies	17	1,497	520	501	--	19	--	--
Furniture and house furnishings	28	x	6,295	5,723	--	443	22	107
Groceries and foods (specialty lines)	284	244,825	212,147	113,327	255	37,367	59,774	1,424
Hardware	13	1,669	517	335	1	60	121	--
Jewelry and optical goods	25	x	2,146	1,636	--	6	504	--
Lumber and construction materials	36	11,766	8,826	5,858	33	1,154	613	1,168
Machinery, equipment and supplies	329	48,423	37,555	9,443	90	25,201	2,754	67
Metals and metal work (except scrap)	51	47,186	41,266	2,029	14	23,785	14,972	466
Paper and its products	45	20,947	20,750	12,987	57	6,074	1,482	150
Petroleum and its products	16	x	5,849	2,380	9	1,082	2,350	28
Plumbing and heating eqpt. and spls.	44	11,907	11,687	3,129	53	6,462	1,919	124
Tobacco and its products (except leaf)	8	x	36,914	1,813	--	368	34,733	--
All other	56	x	7,876	2,040	--	5,604	209	23

(continued on next page)

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

PACIFIC STATES (Continued)

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	Domestic sales				Export sales to buyers in foreign countries (add 000)
				to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	381	$239,540	$192,912	$18,529	$102	$111,348	$58,336	$4,597
Amusement and sporting goods	15	x	6,203	--	--	6,203	--	--
Automotive	2	x	x	--	--	x	--	--
Beer, wines and liquors	5	3,469	3,469	72	--	436	2,961	--
Chemicals and paints	16	x	8,496	--	--	8,374	97	25
Clothing and furnishings	13	x	2,056	1,766	--	--	290	--
Drugs and drug sundries (specialty lines)	6	x	549	450	--	32	67	--
Dry goods (specialty lines)	15	x	2,483	2,413	--	70	--	--
Electrical goods	17	3,099	2,157	140	--	1,495	522	--
Farm products - consumer goods	1	x	x	x	--	--	--	--
Farm supplies	3	x	--	--	--	--	--	--
Furniture and house furnishings	14	x	2,795	435	--	251	2,103	6
Groceries and foods (specialty lines)	24	x	36,647	6,365	--	5,115	25,167	--
Hardware	3	x	x	x	--	x	x	--
Jewelry and optical goods	7	292	121	84	--	--	37	--
Lumber and construction materials	28	9,396	5,282	3,668	--	989	625	--
Machinery, equipment and supplies	84	66,526	58,223	87	31	57,180	649	276
Metals and metal work (except scrap)	32	x	12,542	218	--	11,808	481	35
Paper and its products	33	x	22,629	677	35	16,178	5,739	--
Petroleum and its products	3	x	x	x	--	x	x	--
Plumbing and heating eqpt. and spls.	8	x	230	25	36	169	--	--
Tobacco and its products (except leaf)	9	17,978	17,978	--	--	--	17,978	--
All other	43	x	10,079	1,376	--	2,925	1,523	4,255
BULK TANK STATIONS								
Petroleum and its products	2,245	345,588	170,558	127,632	7,880	15,768	18,295	983
AGENTS AND BROKERS	2,207	564,474	511,621	100,417	957	119,391	247,573	43,283
Amusement and sporting goods	39	x	3,956	954	1	1,391	1,610	--
Automotive	108	6,015	5,560	1,992	200	625	2,526	217
Beer, wines and liquors	21	x	2,509	930	1	144	1,404	30
Chemicals and paints	54	6,271	6,235	144	1	4,185	1,876	29
Clothing and furnishings	160	16,725	16,589	13,641	--	122	2,822	4
Coal and coke	6	236	204	89	5	51	59	--
Drugs and drug sundries (specialty lines)	30	x	3,634	2,293	2	43	1,269	27
Dry goods (full line)	1	x	x	x	x	--	--	--
Dry goods (specialty lines)	148	x	19,070	7,613	--	7,706	3,750	1
Electrical goods	125	6,495	5,148	1,291	13	1,527	2,315	2
Farm products - raw materials	117	79,520	65,300	1,156	--	37,187	26,092	865
Farm products - consumer goods	216	90,973	78,819	17,495	34	1,727	54,268	5,295
Farm supplies	29	x	11,573	6,828	2	2,317	2,042	384
Furniture and house furnishings	87	x	14,295	12,011	198	807	1,279	--
General merchandise	10	2,601	2,601	651	--	801	408	741
Groceries (full line)	2	x	x	x	x	x	--	--
Groceries and foods (specialty lines)	272	x	180,518	16,452	28	24,013	129,003	11,022
Hardware	79	5,430	4,839	1,549	1	350	2,935	4
Jewelry and optical goods	39	1,695	1,338	773	--	7	558	--
Lumber and construction materials	104	39,187	37,553	2,978	212	7,763	5,960	20,640
Machinery, equipment and supplies	303	18,660	13,817	1,927	88	10,575	743	484
Metals and metal work (except scrap)	33	x	3,316	192	8	1,158	1,767	191
Paper and its products	34	3,903	3,853	333	--	493	1,786	1,241
Petroleum and its products	14	x	6,064	5,534	4	422	--	104
Plumbing and heating eqpt. and spls.	69	4,390	4,286	1,291	46	1,201	1,721	27
Tobacco and its products (except leaf)	1	x	x	--	--	x	--	x
Waste materials	2	x	x	--	--	x	--	x
All other	104	22,507	19,005	2,083	56	13,657	1,380	1,829
ASSEMBLERS	1,438	386,588	262,027	38,682	4,759	39,056	175,537	3,993
Farm products - raw material	328	50,154	42,426	4,160	820	20,060	17,386	--
Farm products - consumer goods	889	296,357	199,906	33,087	3,711	16,425	142,790	3,893
Farm supplies	52	x	1,946	184	59	519	1,184	--
Groceries and foods (specialty lines)	87	35,389	17,069	672	168	2,052	14,077	100
All other	82	x	680	579	1	--	100	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

BALTIMORE, MARYLAND

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,171	$179,629	$146,153	$100,880	$1,661	$33,524	$9,480	$608
Amusement and sporting goods	16	1,084	1,008	682	--	326	--	--
Automotive	42	2,927	2,054	1,339	131	503	81	--
Beer, wines and liquors	40	12,858	11,514	8,165	1	51	3,297	--
Chemicals and paints	21	2,127	1,369	928	77	157	207	--
Clothing and furnishings	100	8,679	7,057	6,892	10	--	155	--
Coal and coke	21	x	2,091	1,040	112	875	64	--
Drugs (full line)	3	3,278	1,851	1,836	7	--	8	--
Drugs and drug sundries (specialty lines)	22	x	1,523	1,456	--	--	61	6
Dry goods (full line)	2	7,231	6,580	5,451	--	1,129	--	--
Dry goods (specialty lines)	44							
Electrical goods	32	7,038	6,061	4,037	90	1,849	85	--
Farm products - raw materials	13	3,596	1,612	34	--	1,538	40	--
Farm products - consumer goods	133	15,812	13,840	10,957	52	837	1,456	538
Farm supplies	17	4,159	3,380	1,794	82	1,398	106	--
Furniture and house furnishings	21	x	2,101	2,062	--	39	--	--
General merchandise	2	x	x	x	x	x	x	--
Groceries (full line)	13	13,967	12,852	11,424	12	1,344	72	--
Groceries and foods (specialty lines)	211	24,994	18,528	12,448	251	3,882	1,947	--
Hardware	16	1,567	454	228	10	216	--	--
Jewelry and optical goods	16	3,189	2,152	1,142	10	1,000	--	--
Lumber and construction materials	40	6,151	5,184	833	212	3,803	336	--
Machinery, equipment and supplies	103	9,425	7,594	1,942	119	5,051	482	--
Metals and metal work (except scrap)	24	x	2,859	117	--	2,337	405	--
Paper and its products	44	5,862	4,644	1,495	--	2,952	133	64
Petroleum and its products	6	244	133	73	--	60	--	--
Plumbing and heating eqpt. and spls.	29	4,233	2,749	1,677	25	1,043	4	--
Tobacco and its products (except leaf)	29	10,373	10,052	9,494	408	8	142	--
Waste materials	61	4,722	3,018	20	2	2,657	339	--
All other	50	2,964	x	x	x	x	x	--
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	126	97,632	81,004	42,170	202	20,723	17,596	313
Amusement and sporting goods	4	1,055	676	21	24	8	385	238
Automotive	9	21,823	19,483	17,847	3	1,633	--	--
Beer, wines and liquors	6	7,906	7,335	818	--	2,112	4,405	--
Chemicals and paints	8	1,381	1,133	503	13	569	48	--
Clothing and furnishings	3	x	x	x	--	--	--	--
Drugs and drug sundries (specialty lines)	5	1,885	643	382	--	26	235	--
Dry goods (specialty lines)	3	x	x	--	--	x	x	x
Electrical goods	4	580	575	51	--	454	70	--
Farm supplies	4	5,382	4,267	511	--	2,791	895	70
Furniture and house furnishings	3	x	x	x	x	x	--	x
Groceries and foods (specialty lines)	25	41,608	35,930	20,055	35	5,263	10,577	--
Jewelry and optical goods	1	x	--	--	--	--	--	--
Lumber and construction materials	7	x	106	73	--	33	--	--
Machinery, equipment and supplies	31	x	6,997	468	--	6,509	20	--
Metals and metal work (except scrap)	1	x	x	x	--	x	x	--
Paper and its products	2	x	x	x	--	x	x	--
Petroleum and its products	1	x	x	x	--	x	--	--
Plumbing and heating eqpt. and spls.	7	1,174	1,128	72	126	136	794	--
All other	2	x	x	--	x	x	x	--

(continued on next page)

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

BALTIMORE, MARYLAND (Continued)

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	Export sales to buyers in foreign countries (add 000)
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	48	$48,000	$38,315	$3,892	$98	$26,901	$7,424	--
Beer, wines and liquors	2	x	x	x	--	x	x	--
Chemicals and paints	2	x	x	--	--	x	--	--
Dry goods (specialty lines)	2	x	x	--	--	x	--	--
Electrical goods	5	x	5,548	99	--	4,022	1,427	--
Farm supplies	1	x	x	x	x	x	--	--
Groceries and foods (specialty lines)	2	x	x	x	--	x	x	--
Lumber and construction materials	3	x	x	x	--	x	--	--
Machinery, equipment and supplies	14	13,586	6,926	901	--	6,020	5	--
Metals and metal work (except scrap)	8	16,696	16,534	336	75	15,071	1,052	--
Paper and its products	2	x	x	--	--	x	--	--
Plumbing and heating eqpt. and spls.	2	x	x	--	x	x	x	--
Tobacco and its products (except leaf)	1	x	x	--	--	--	x	--
All other	4	654	654	40	--	614	--	--
BULK TANK STATIONS								
Petroleum and its products	24	27,392	13,782	9,687	329	2,199	171	$1,396
AGENTS AND BROKERS	237	63,666	40,680	16,133	3	14,986	8,536	1,022
Amusement and sporting goods	2	x	x	x	--	--	--	--
Automotive	4	108	108	65	1	42	--	--
Chemicals and paints	5	2,515	10	10	--	--	--	--
Clothing and furnishings	12	545	485	475	--	--	10	--
Coal and coke	15	6,431	6,101	1,945	--	4,118	1	37
Drugs and drug sundries (specialty lines)	1	x	--	--	--	--	--	--
Dry goods (specialty lines)	22	5,113	2,143	1,068	--	947	128	--
Electrical goods	3	x	x	x	--	x	--	--
Farm products - raw materials	16	8,166	5,286	245	--	3,683	523	835
Farm products - consumer goods	57	16,660	10,088	8,010	--	874	1,204	--
Farm supplies	9	x	1,396	463	--	926	--	7
Furniture and house furnishings	8	369	353	306	--	5	42	--
General merchandise	1	x	x	x	x	--	--	--
Groceries and foods (specialty lines)	34	16,042	9,963	2,969	--	2,109	4,885	--
Hardware	4	1,314	1,259	--	--	9	1,250	--
Jewelry and optical goods	2	x	x	x	x	--	--	--
Lumber and construction materials	9	712	459	81	--	235	--	143
Machinery, equipment and supplies	19	777	706	4	1	701	--	--
Metals and metal work (except scrap)	1	x	x	--	--	x	--	--
Paper and its products	3	920	838	35	--	803	--	--
Plumbing and heating eqpt. and spls.	3	140	64	39	--	25	--	--
Tobacco and its products (except leaf)	1	x	--	--	--	--	--	--
All other	6	1,031	1,031	76	--	462	493	--
ASSEMBLERS	16	8,159	3,659	985	2	2,348	--	324
Farm products - raw materials	6	4,912	2,276	4	--	1,948	--	324
Farm products - consumer goods	4	1,586	95	95	--	--	--	--
Groceries and foods (specialty lines)	6	1,661	1,288	886	2	400	--	--

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* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

BOSTON, MASSACHUSETTS

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,969	$634,146	$567,860	$244,148	$5,868	$259,172	$54,161	$4,511
Amusement and sporting goods	33	2,953	2,889	1,618	20	1,201	50	--
Automotive	71	23,711	21,159	16,651	2,781	717	1,010	--
Beer, wines and liquors	65	25,336	23,131	17,481	285	1,782	3,583	--
Chemicals and paints	44	10,576	10,459	1,577	119	7,852	861	50
Clothing and furnishings	220	36,010	35,931	34,331	51	886	474	189
Coal and coke	23	58,130	45,356	9,677	118	34,910	651	--
Drugs (full line)	4	13,538	3,621	3,482	--	109	30	--
Drugs and drug sundries (specialty lines)	20	923	875	428	--	225	222	--
Dry goods (full line)	2	17,640	17,015	8,145	40	8,524	284	22
Dry goods (specialty lines)	103							
Electrical goods	51	15,986	15,117	9,649	278	4,991	199	--
Farm products - raw materials	68	120,374	112,225	3,788	37	103,578	4,331	491
Farm products - consumer goods	199	65,701	65,515	43,063	405	8,165	13,882	--
Farm supplies	4	841	570	--	--	83	487	--
Furniture and house furnishings	70	11,551	11,454	9,922	407	1,103	22	--
General merchandise	1	x	x	x	--	--	--	--
Groceries (full line)	25	27,113	13,397	10,367	--	3,030	--	--
Groceries and foods (specialty lines)	276	69,652	65,367	28,276	492	18,974	17,625	--
Hardware	17	2,582	1,237	862	13	276	86	--
Jewelry and optical goods	59	5,330	5,254	4,629	209	2	414	--
Lumber and construction materials	27	10,774	8,907	5,431	33	2,480	189	774
Machinery, equipment and supplies	184	18,302	16,243	4,769	170	10,640	627	37
Metals and metal work (except scrap)	20	3,642	2,529	40	19	2,356	114	--
Paper and its products	85	13,228	12,845	4,122	29	7,076	1,614	4
Petroleum and its products	6	712	712	301	--	141	270	--
Plumbing and heating eqpt. and spls.	35	5,265	3,877	1,989	97	798	993	--
Tobacco and its products (except leaf)	29	18,697	18,697	18,240	159	--	298	--
Waste materials	64	13,520	13,100	88	--	9,094	1,877	2,041
All other	164	x	x	x	x	x	x	x
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	324	241,811	186,100	71,759	544	80,322	31,984	1,491
Amusement and sporting goods	7	x	2,809	1,249	139	1,421	--	--
Automotive	25	28,571	22,798	18,679	26	3,314	779	--
Beer, wines and liquors	6	8,588	5,314	86	--	1,488	3,740	--
Chemicals and paints	37	20,641	16,243	2,899	24	11,275	2,042	3
Clothing and furnishings	12	x	4,669	4,344	--	66	259	--
Drugs and drug sundries (specialty lines)	8	1,771	1,171	886	--	111	174	--
Dry goods (specialty lines)	9	4,996	1,612	513	3	1,071	23	2
Electrical goods	17	15,759	15,131	1,944	26	10,371	2,790	--
Farm products - consumer goods	4	1,221	667	9	--	--	658	--
Furniture and house furnishings	8	x	2,758	2,240	7	509	2	--
Groceries and foods (specialty lines)	34	70,427	55,770	34,658	227	4,859	16,026	--
Hardware	3	x	x	x	--	--	x	--
Jewelry and optical goods	4	903	--	--	--	--	--	--
Lumber and construction materials	5	x	1,216	758	12	249	197	--
Machinery, equipment and supplies	87	29,216	13,896	1,637	7	11,009	1,209	34
Metals and metal work (except scrap)	7	5,054	4,568	17	--	3,992	559	--
Paper and its products	10	5,017	4,923	296	28	3,949	32	618
Petroleum and its products	1	x	x	x	--	x	x	--
Plumbing and heating eqpt. and spls.	16	4,758	4,347	716	45	1,697	1,889	--
Tobacco and its products (except leaf)	2	x	x	x	--	x	--	--
All other	22	29,193	27,307	--	--	24,923	1,550	834

(continued on next page)

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* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

BOSTON, MASSACHUSETTS (Continued)

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	Export sales to buyers in foreign countries (add 000)
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	190	$96,786	$68,908	$10,590	$21	$45,237	$13,037	$23
Amusement and sporting goods	5	6,020	4,173	--	--	4,173	--	--
Automotive	3	x	x	x	--	x	x	x
Chemicals and paints	11	x	3,456	228	--	3,228	--	--
Clothing and furnishings	11	x	521	521	--	--	--	--
Dry goods (specialty lines)	12	x	8,253	1,705	--	6,533	15	--
Electrical goods	7	2,012	1,832	--	--	1,832	--	--
Farm products - consumer goods	1	x	x	x	--	--	--	--
Farm supplies	1	x	x	x	x	--	--	--
Furniture and house furnishings	7	3,070	1,106	116	--	137	853	--
Groceries and foods (specialty lines)	8	x	3,175	1,479	--	149	1,547	--
Jewelry and optical goods	1	x	x	x	--	x	--	--
Lumber and construction materials	15	5,248	3,079	1,525	--	529	1,025	--
Machinery, equipment and supplies	50	10,143	6,568	264	--	6,035	266	3
Metals and metal work (except scrap)	23	x	20,026	97	--	18,653	1,276	--
Paper and its products	12	4,803	1,099	350	21	374	354	--
Petroleum and its products	1	x	x	x	--	--	--	--
Plumbing and heating eqpt. and spls.	9	1,360	1,307	19	--	1,253	35	--
Tobacco and its products (except leaf)	1	x	x	--	--	--	x	x
All other	12	6,322	2,026	253	--	1,740	33	--
BULK TANK STATIONS								
Petroleum and its products	20	28,657	13,991	8,985	2,042	1,322	744	898
AGENTS AND BROKERS	810	302,184	256,793	45,817	42	131,496	77,081	2,357
Amusement and sporting goods	9	459	459	378	2	54	25	--
Automotive	5	422	376	297	--	2	73	4
Beer, wines and liquors	1	x	x	x	--	--	--	--
Chemicals and paints	21	x	1,987	460	--	1,369	123	35
Clothing and furnishings	100	8,497	8,497	6,126	--	25	1,887	459
Coal and coke	8	x	5,039	4,545	--	207	175	112
Drugs and drug sundries (specialty lines)	3	51	51	22	--	29	--	--
Dry goods (specialty lines)	98	25,248	20,005	8,724	--	9,119	2,162	--
Electrical goods	32	x	1,990	540	--	750	700	--
Farm products - raw materials	108	106,151	74,452	1,863	--	60,755	10,996	838
Farm products - consumer goods	51	x	24,667	7,790	--	3,817	12,293	767
Farm supplies	4	x	6,061	--	--	6,061	--	--
Furniture and house furnishings	31	2,628	2,451	1,941	--	175	335	--
General merchandise	2	x	x	x	--	x	x	--
Groceries and foods (specialty lines)	99	67,120	63,213	9,963	--	10,433	42,817	--
Hardware	12	x	591	165	--	19	407	--
Jewelry and optical goods	3	273	273	224	--	--	49	--
Lumber and construction materials	18	1,973	1,973	1,088	--	289	561	35
Machinery, equipment and supplies	80	10,440	10,068	462	40	9,264	302	--
Metals and metal work (except scrap)	9	828	565	50	--	385	130	--
Paper and its products	16	2,073	2,073	30	--	931	1,112	--
Plumbing and heating eqpt. and spls.	14	557	513	61	--	196	256	--
Tobacco and its products (except leaf)	1	x	x	--	--	x	x	--
Waste materials	11	2,124	2,114	--	--	1,951	163	--
All other	74	28,529	28,454	795	--	25,265	2,287	107
ASSEMBLERS	17	29,432	25,066	5,635	--	17,253	2,178	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

BUFFALO, NEW YORK

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	Domestic sales				Export sales to buyers in foreign countries (add 000)
				to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	564	$128,932	$111,599	$73,535	$4,523	$27,000	$5,783	$758
Amusement and sporting goods	10	886	875	150	--	725	--	--
Automotive	31	9,881	9,616	6,752	2,045	355	464	--
Beer, wines and liquors	13	3,533	3,321	3,238	42	12	29	--
Chemicals and paints	17	1,323	1,219	575	84	384	176	--
Clothing and furnishings	10	1,180	1,180	1,180	--	--	--	--
Coal and coke	14	7,702	7,702	4,746	346	1,986	1	623
Drugs (full line)	2	5,542	5,542	5,214	2	42	227	57
Drugs and drug sundries (specialty lines)	5							
Dry goods (full line)	2	632	261	236	--	25	--	--
Dry goods (specialty lines)	7							
Electrical goods	21	5,034	4,821	2,635	166	1,824	196	--
Farm products - raw materials	6	10,974	4,789	472	--	4,157	160	--
Farm products - consumer goods	71	20,610	20,331	16,355	599	1,790	1,587	--
Farm supplies	10	8,889	5,662	5,581	33	48	--	--
Furniture and house furnishings	15	884	875	829	14	10	--	22
General merchandise	1	x	x	x	--	--	--	--
Groceries (full line)	12	6,750	6,750	6,447	57	159	87	--
Groceries and foods (specialty lines)	66	7,608	5,709	3,433	99	1,480	697	--
Hardware	6	5,976	5,762	925	576	3,376	885	--
Jewelry and optical goods	20	1,101	999	990	9	--	--	--
Lumber and construction materials	29	3,902	3,508	1,723	54	1,327	357	47
Machinery, equipment and supplies	59	4,578	3,448	728	38	2,575	100	7
Metals and metal work (except scrap)	6	1,567	972	21	16	935	--	--
Paper and its products	25	4,559	3,713	1,598	236	1,853	26	--
Petroleum and its products	1	x	x	x	--	x	x	x
Plumbing and heating eqpt. and spls.	14	1,827	1,378	540	7	678	153	--
Tobacco and its products (except leaf)	23	7,736	7,736	7,437	13	159	127	--
Waste materials	42	4,342	3,687	234	87	2,921	445	--
All other	26	x	x	x	--	x	x	x
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	114	92,007	75,963	42,698	99	26,287	6,879	--
Amusement and sporting goods	4	1,264	996	444	--	552	--	--
Automotive	16	36,357	32,990	31,757	9	1,198	26	--
Beer, wines and liquors	1	x	x	--	--	x	--	--
Chemicals and paints	4	898	343	51	6	196	90	--
Drugs and drug sundries (specialty lines)	4	468	51	40	--	--	11	--
Electrical goods	7	7,343	7,158	1,657	43	4,780	678	--
Farm products - consumer goods	1	x	x	--	--	--	x	--
Farm supplies	1	x	--	--	--	--	--	--
Furniture and house furnishings	5	1,181	1,181	1,124	2	42	13	--
Groceries and foods (specialty lines)	17	14,239	9,603	6,686	17	1,291	1,609	--
Jewelry and optical goods	1	x	--	--	--	--	--	--
Lumber and construction materials	5	1,262	925	362	22	541	--	--
Machinery, equipment and supplies	29	5,499	2,255	402	--	1,584	269	--
Metals and metal work (except scrap)	7	2,856	1,661	--	--	1,661	--	--
Paper and its products	2	x	x	x	--	x	x	--
Petroleum and its products	1	x	--	--	--	--	--	--
Plumbing and heating eqpt. and spls.	6	1,799	987	165	--	136	686	--
All other	3	x	x	x	--	x	x	--

(continued on next page)

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

BUFFALO, NEW YORK (Continued)

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	Export sales to buyers in foreign countries (add 000)
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	72	$32,835	$25,648	$5,501	$17	$16,358	$3,337	$435
Amusement and sporting goods	4	2,425	1,715	--	--	1,715	--	--
Chemicals and paints	6	3,556	3,556	--	6	3,550	--	--
Clothing and furnishings	2	x	x	x	--	--	--	--
Coal and coke	1	x	x	x	--	x	--	x
Electrical goods	5	760	525	154	--	371	--	--
Furniture and house furnishings	1	x	x	x	--	--	x	x
Groceries and foods (specialty lines)	4	1,574	440	182	--	--	258	--
Lumber and construction materials	4	3,527	2,819	2,675	--	144	--	--
Machinery, equipment and supplies	20	3,739	2,148	63	--	2,063	17	5
Metals and metal work (except scrap)	13	9,930	7,397	71	6	6,990	330	--
Paper and its products	1	x	--	--	--	--	--	--
Plumbing and heating eqpt. and spls.	7	380	284	4	5	254	21	--
Tobacco and its products (except leaf)	1	x	x	--	--	--	x	--
All other	3	x	x	x	--	x	x	--
BULK TANK STATIONS								
Petroleum and its products	19	10,910	8,147	5,377	1,870	688	212	--
AGENTS AND BROKERS	118	69,721	44,517	13,661	3	18,861	9,534	2,458
Automotive	2	x	x	x	--	--	--	--
Chemicals and paints	3	297	297	1	--	296	--	--
Clothing and furnishings	1	x	x	x	--	--	--	--
Coal and coke	11	9,024	8,631	4,965	3	807	398	2,458
Drugs and drug sundries (specialty lines)	1	x	--	--	--	--	--	--
Dry goods (specialty lines)	1	x	x	--	--	x	x	--
Electrical goods	3	x	x	--	--	x	x	--
Farm products - raw materials	24	37,754	17,361	979	--	14,760	1,622	--
Farm products - consumer goods	23	7,392	7,392	4,878	--	--	2,514	--
Farm supplies	3	3,339	3,339	1,487	--	1,840	12	--
Furniture and house furnishings	1	x	x	x	--	--	--	--
Groceries and foods (specialty lines)	20	8,487	5,924	1,095	--	52	4,777	--
Lumber and construction materials	2	x	--	--	--	--	--	--
Machinery, equipment and supplies	15	909	453	3	--	322	128	--
Metals and metal work (except scrap)	2	x	x	--	--	--	x	--
Plumbing and heating eqpt. and spls.	3	104	68	38	--	30	--	--
Waste materials	2	x	x	--	--	x	--	--
All other	1	x	x	--	--	x	--	--
ASSEMBLERS	5	15,691	13,928	2,329	--	11,463	136	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CHICAGO, ILLINOIS

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	3,999	$1,092,008	$981,106	$562,393	$13,218	$251,981	$151,818	$1,696
Amusement and sporting goods	49	5,595	4,756	2,935	6	1,705	110	--
Automotive	247	44,112	38,937	30,298	3,633	2,013	2,667	326
Beer, wines and liquors	199	44,230	40,957	29,559	938	1,560	8,900	--
Chemicals and paints	87	12,751	6,619	1,662	178	4,203	571	5
Clothing and furnishings	260	35,146	34,462	31,583	198	793	1,868	20
Coal and coke	47	33,672	31,889	7,067	526	23,003	1,293	--
Drugs (full line)	10	19,515	17,697	17,248	14	397	38	--
Drugs and drug sundries (specialty lines)	96	13,334	12,271	8,726	235	292	2,938	80
Dry goods (full line)	3	71,996	35,003	25,846	589	6,959	1,607	2
Dry goods (specialty lines)	149							
Electrical goods	138	34,937	32,486	18,428	1,253	10,135	2,592	78
Farm products - raw materials	53	66,743	60,247	1,945	--	36,622	21,511	169
Farm products - consumer goods	433	159,081	155,041	104,693	2,560	8,268	39,491	29
Farm supplies	23	8,773	7,982	6,378	144	176	1,274	10
Furniture and house furnishings	152	17,795	16,334	14,312	215	1,441	366	--
General merchandise	14	19,571	19,571	18,378	145	1,041	--	7
Groceries (full line)	44	73,111	70,468	54,998	166	11,269	4,035	--
Groceries and foods (specialty lines)	527	122,770	116,378	63,981	1,483	21,329	29,540	45
Hardware	51	18,193	17,590	15,266	52	1,883	283	106
Jewelry and optical goods	107	19,139	18,329	15,377	15	1,484	1,427	26
Lumber and construction materials	148	33,565	30,254	11,471	76	17,108	1,593	6
Machinery, equipment and supplies	377	61,586	51,703	13,020	219	34,722	3,542	200
Metals and metal work (except scrap)	46	14,148	11,693	1,231	78	10,177	207	--
Paper and its products	155	39,197	31,949	14,163	81	10,591	7,114	--
Petroleum and its products	25	3,468	3,223	2,323	--	461	422	17
Plumbing and heating eqpt. and spls.	88	12,215	10,865	3,614	310	5,028	1,891	22
Tobacco and its products (except leaf)	65	35,856	35,757	35,213	39	28	477	--
Waste materials	190	34,409	33,254	867	1	27,174	5,212	--
All other	216	37,100	35,391	11,811	64	12,119	10,849	548
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	696	657,260	553,562	238,328	1,323	189,729	121,883	2,299
Amusement and sporting goods	18	x	7,328	4,051	153	1,663	1,373	88
Automotive	35	62,492	56,656	51,488	24	3,503	1,641	--
Beer, wines and liquors	19	39,293	36,769	3,182	249	1,942	31,291	105
Chemicals and paints	55	x	50,246	5,597	38	39,383	5,015	213
Clothing and furnishings	36	x	20,793	20,085	4	--	704	--
Drugs and drug sundries (specialty lines)	21	x	10,453	6,779	--	545	3,129	--
Dry goods (specialty lines)	22	8,785	5,238	1,222	--	3,830	184	2
Electrical goods	43	x	43,216	5,165	43	32,402	5,544	62
Farm products - consumer goods	5	4,492	4,492	3,326	6	112	1,048	--
Furniture and house furnishings	18	x	9,374	7,536	37	1,041	760	--
Groceries and foods (specialty lines)	96	190,348	163,118	101,503	162	17,422	43,769	262
Hardware	9	2,766	624	402	--	42	56	124
Jewelry and optical goods	16	8,620	6,829	5,165	--	378	1,286	--
Lumber and construction materials	19	21,432	19,779	4,577	290	3,457	11,453	2
Machinery, equipment and supplies	164	70,652	48,337	7,412	157	33,582	5,889	1,297
Metals and metal work (except scrap)	27	x	20,300	777	3	18,323	1,196	1
Paper and its products	24	x	18,630	2,144	122	13,611	2,753	--
Petroleum and its products	2	x	x	x	x	x	x	x
Plumbing and heating eqpt. and spls.	28	9,435	9,147	2,726	24	3,546	2,850	1
Tobacco and its products (except leaf)	4	x	1,547	1,031	--	34	482	--
All other	35	23,989	x	x	x	x	x	x

(continued on next page)

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CHICAGO, ILLINOIS (Continued)

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	398	$481,902	$374,087	$55,676	$155	$251,235	$66,348	$673
Amusement and sporting goods	4	5,093	3,263	--	--	3,263	--	--
Automotive	4	1,399	832	254	--	212	366	--
Beer, wines and liquors	3	x	x	--	--	x	x	--
Chemicals and paints	22	x	13,567	601	--	8,047	4,919	--
Clothing and furnishings	17	4,475	4,022	2,735	5	186	1,096	--
Drugs and drug sundries (specialty lines)	5	506	506	266	--	7	233	--
Dry goods (specialty lines)	20	10,009	3,866	2,727	--	989	150	--
Electrical goods	17	x	3,302	566	--	2,582	154	--
Farm products - consumer goods	1	x	x	x	--	--	--	--
Farm supplies	1	x	x	--	--	--	x	--
Furniture and house furnishings	22	15,808	13,290	2,275	--	2,689	7,965	361
Groceries and foods (specialty lines)	11	35,523	35,342	21,477	21	4,416	9,428	--
Hardware	6	3,136	1,357	1,006	--	351	--	--
Jewelry and optical goods	11	929	571	106	--	240	225	--
Lumber and construction materials	28	32,994	16,234	7,347	--	4,580	4,100	207
Machinery, equipment and supplies	110	91,080	55,770	1,690	5	53,041	929	105
Metals and metal work (except scrap)	39	x	172,768	2,500	43	155,986	14,239	--
Paper and its products	25	18,803	7,982	883	--	2,521	4,578	--
Petroleum and its products	2	x	x	x	--	x	--	--
Plumbing and heating eqpt. and spls.	15	2,130	1,765	94	14	724	933	--
Tobacco and its products (except leaf)	3	x	x	x	--	--	x	--
All other	32	16,647	13,602	2,346	67	10,297	892	--
BULK TANK STATIONS								
Petroleum and its products	76	72,631	25,488	11,643	526	4,129	9,190	--
AGENTS AND BROKERS	1,273	914,446	777,070	142,794	1,336	292,342	333,895	6,703
Amusement and sporting goods	21	x	657	143	--	255	52	207
Automotive	24	5,464	5,410	1,525	--	465	787	2,633
Beer, wines and liquors	6	862	462	--	--	249	213	--
Chemicals and paints	28	4,145	3,629	15	800	2,666	148	--
Clothing and furnishings	99	16,525	15,428	12,762	--	569	2,022	75
Coal and coke	31	31,681	31,681	21,173	275	8,604	1,435	194
Drugs and drug sundries (specialty lines)	16	2,640	1,838	927	--	31	880	--
Dry goods (full line)	1	x	x	x	--	--	x	--
Dry goods (specialty lines)	91	55,238	40,909	19,852	180	15,570	5,054	253
Electrical goods	57	x	5,873	1,206	--	2,413	2,216	38
Farm products - raw materials	104	321,016	269,309	114	--	163,542	105,585	68
Farm products - consumer goods	126	125,353	123,237	54,359	10	6,928	61,275	665
Farm supplies	13	x	6,604	120	--	6,030	370	84
Furniture and house furnishings	50	9,933	9,482	6,930	9	452	2,091	--
General merchandise	4	2,006	123	--	--	--	--	123
Groceries (full line)	1	193,128	162,995	11,489	--	20,340	130,823	343
Groceries and foods (specialty lines)	106							
Hardware	25	2,145	809	272	3	277	256	1
Jewelry and optical goods	12	1,530	1,294	1,146	5	--	143	--
Lumber and construction materials	52	x	6,757	2,711	4	3,860	182	--
Machinery, equipment and supplies	220	24,655	20,576	1,448	24	16,481	1,247	1,376
Metals and metal work (except scrap)	25	x	14,670	2,668	--	11,630	206	166
Paper and its products	28	7,059	7,048	720	11	3,163	3,154	--
Petroleum and its products	10	7,901	5,894	3	--	2,276	3,149	466
Plumbing and heating eqpt. and spls.	27	x	1,415	300	15	1,048	52	--
Tobacco and its products (except leaf)	2	x	x	x	--	--	x	--
Waste materials	13	x	6,856	--	--	6,856	--	--
All other	81	50,759	33,512	2,377	--	18,637	12,487	11
ASSEMBLERS	20	51,482	40,812	3,176	690	35,459	1,487	--
Farm products - raw materials	6	37,899	36,066	20	690	35,347	9	--
Farm products - consumer goods	10	13,190	4,353	3,031	--	83	1,239	--
Groceries and foods (specialty lines)	3	x	x	x	--	x	x	--
All other	1	x	x	x	--	x	x	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CLEVELAND, OHIO

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	Export sales to buyers in foreign countries (add 000)
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,301	$261,940	$233,864	$146,838	$5,188	$59,584	$21,129	$1,125
Amusement and sporting goods	18	1,475	1,370	284	41	856	188	1
Automotive	85	20,023	18,372	14,105	2,384	1,185	696	2
Beer, wines and liquors	17	2,292	2,211	2,172	39	--	--	--
Chemicals and paints	46	6,234	5,900	1,167	63	3,492	1,176	2
Clothing and furnishings	73	12,515	10,288	10,070	16	125	77	--
Coal and coke	23	7,829	5,129	1,773	5	2,106	188	1,057
Drugs (full line)	3	4,110	4,110	3,994	--	116	--	--
Drugs and drug sundries (specialty lines)	19	1,029	344	229	--	85	30	--
Dry goods (full line)	4	2,778	542	427	3	112	--	--
Dry goods (specialty lines)	27	1,715	1,323	824	1	423	75	--
Electrical goods	43	10,856	9,953	6,295	583	2,428	635	12
Farm products - raw materials	8	908	836	132	--	704	--	--
Farm products - consumer goods	160	26,993	25,956	20,256	625	190	4,885	--
Farm supplies	3	1,183	114	95	1	9	9	--
Furniture and house furnishings	33	3,867	3,782	3,695	9	66	3	9
General merchandise	1	x	x	x	x	x	x	x
Groceries (full line)	26	16,067	15,991	15,185	65	666	75	--
Groceries and foods (specialty lines)	189	30,121	29,231	23,147	241	2,099	3,744	--
Hardware	15	14,999	14,959	9,776	11	5,169	3	--
Jewelry and optical goods	24	1,922	1,802	1,728	33	41	--	--
Lumber and construction materials	52	9,463	8,904	3,903	563	3,972	446	20
Machinery, equipment and supplies	150	17,554	15,875	3,763	217	11,229	650	16
Metals and metal work (except scrap)	26	15,814	10,852	100	--	6,260	4,492	--
Paper and its products	39	9,350	7,848	1,542	106	4,181	2,019	--
Petroleum and its products	20	7,763	6,766	4,649	2	2,109	6	--
Plumbing and heating eqpt. and spls.	37	4,024	1,987	1,505	18	406	58	--
Tobacco and its products (except leaf)	22	13,921	13,564	12,981	159	112	312	--
Waste materials	87	12,141	11,096	69	--	9,751	1,276	--
All other	51	x	x	x	x	x	x	x
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	229	165,527	136,999	68,204	108	58,250	9,887	550
Amusement and sporting goods	6	1,951	1,279	619	9	651	--	--
Automotive	22	49,712	40,464	39,072	--	1,333	51	8
Beer, wines and liquors	3	x	x	x	x	x	x	--
Chemicals and paints	15	11,683	11,683	2,557	43	8,540	543	--
Clothing and furnishings	3	x	x	x	--	--	--	--
Drugs and drug sundries (specialty lines)	6	657	657	531	--	105	21	--
Dry goods (specialty lines)	4	872	303	189	--	114	--	--
Electrical goods	13	14,183	13,035	1,896	19	9,511	1,609	--
Farm products - consumer goods	5	2,119	2,119	916	--	--	1,203	--
Furniture and house furnishings	9	1,856	1,758	1,542	3	152	61	--
Groceries and foods (specialty lines)	24	27,681	19,783	14,068	23	3,800	1,892	--
Hardware	2	x	x	--	--	--	x	--
Jewelry and optical goods	2	x	--	--	--	--	--	--
Lumber and construction materials	15	8,838	4,229	2,078	--	1,862	172	117
Machinery, equipment and supplies	62	21,986	18,597	701	--	16,851	620	425
Metals and metal work (except scrap)	14	15,218	14,566	180	--	13,480	906	--
Paper and its products	4	1,370	1,359	924	5	77	353	--
Petroleum and its products	3	x	x	x	x	x	--	--
Plumbing and heating eqpt. and spls.	6	3,212	3,212	867	--	632	1,713	--
Tobacco and its products (except leaf)	3	x	x	x	--	--	--	--
All other	8	1,576	1,576	834	--	683	59	--

(continued on next page)

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* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CLEVELAND, OHIO (Continued)

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	168	$104,886	$92,040	$7,480	$22	$74,706	$9,572	$260
Amusement and sporting goods	4	2,589	1,981	--	--	1,981	--	--
Automotive	3	x	x	x	--	x	x	x
Beer, wines and liquors	1	x	x	--	--	x	--	--
Chemicals and paints	7	5,721	3,243	130	--	3,113	--	--
Clothing and furnishings	6	x	1,053	1,053	--	--	--	--
Coal and coke	1	x	x	--	--	x	x	--
Drugs and drug sundries (specialty lines)	1	x	x	--	--	x	--	--
Dry goods (specialty lines)	4	x	1,533	1,074	--	409	50	--
Electrical goods	14	4,622	4,543	932	--	3,363	248	--
Furniture and house furnishings	2	x	x	x	--	x	x	--
Groceries and foods (specialty lines)	3	x	x	x	--	x	x	x
Hardware	2	x	x	--	--	x	x	--
Lumber and construction materials	11	2,493	1,862	907	--	737	218	--
Machinery, equipment and supplies	58	12,452	10,577	1,143	--	9,227	207	--
Metals and metal work (except scrap)	29	60,326	55,140	--	7	53,797	1,336	--
Paper and its products	5	1,817	944	52	--	--	892	--
Plumbing and heating eqpt. and spls.	6	220	203	12	11	138	42	--
Tobacco and its products (except leaf)	1	x	x	--	--	--	x	--
All other	10	1,555	1,207	81	4	1,119	3	--
BULK TANK STATIONS								
Petroleum and its products	40	26,650	16,757	9,062	822	2,489	4,384	--
AGENTS AND BROKERS	372	115,333	99,904	32,257	137	37,515	29,239	756
Amusement and sporting goods	1	x	x	x	--	--	--	x
Automotive	7	313	312	37	4	--	71	200
Beer, wines and liquors	6	3,198	1,959	890	--	1,069	--	--
Chemicals and paints	20	3,661	3,372	739	73	2,319	161	80
Clothing and furnishings	9	541	440	275	--	165	--	--
Coal and coke	28	26,239	24,570	9,141	--	14,821	293	315
Dry goods (specialty lines)	6	1,114	890	--	--	390	500	--
Electrical goods	26	1,591	1,021	102	--	544	375	--
Farm products - raw materials	8	8,328	6,883	2,524	--	--	4,359	--
Farm products - consumer goods	28	17,230	16,911	10,987	--	3	5,921	--
Farm supplies	1	x	x	x	--	x	--	--
Furniture and house furnishings	10	1,695	1,617	832	4	779	2	--
General merchandise	1	x	x	--	--	x	--	x
Groceries and foods (specialty lines)	29	27,464	22,465	5,416	--	965	16,084	--
Hardware	7	304	268	69	--	155	43	1
Lumber and construction materials	25	1,716	1,482	184	7	1,289	2	--
Machinery, equipment and supplies	98	5,780	5,014	150	10	4,108	681	65
Metals and metal work (except scrap)	25	10,601	7,877	281	39	7,499	58	--
Paper and its products	4	124	113	--	--	17	96	--
Petroleum and its products	1	x	x	--	--	x	--	--
Plumbing and heating eqpt. and spls.	13	1,080	587	36	--	269	237	45
Waste materials	5	1,522	1,522	--	--	1,166	356	--
All other	14	2,600	2,484	591	--	1,893	--	--
ASSEMBLERS	13	6,906	2,549	1,997	2	313	237	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

DETROIT, MICHIGAN

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	sales to buyers in foreign countries (add 000)
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,493	$319,171	$293,639	$186,542	$7,517	$85,086	$13,168	$1,326
Amusement and sporting goods	22	x	1,371	429	24	865	53	--
Automotive	118	43,293	41,904	34,527	2,771	2,545	1,821	240
Beer, wines and liquors	26	8,709	8,709	8,594	--	12	--	103
Chemicals and paints	28	6,773	4,760	1,137	197	3,308	87	31
Clothing and furnishings	53	6,668	6,668	6,607	25	36	--	--
Coal and coke	19	4,910	3,621	863	567	2,191	--	--
Drugs (full line)	5	6,204	6,193	5,701	1	248	241	2
Drugs and drug sundries (specialty lines)	30							
Dry goods (full line)	3	8,882	8,863	5,473	38	3,351	1	--
Dry goods (specialty lines)	23							
Electrical goods	45	16,299	15,407	7,964	187	7,134	122	--
Farm products - raw materials	11	3,762	3,762	496	--	3,169	45	52
Farm products - consumer goods	190	42,012	40,206	30,651	2,378	2,235	4,794	148
Farm supplies	10	3,409	3,409	3,195	40	164	10	--
Furniture and house furnishings	40	4,007	3,914	3,439	281	188	6	--
General merchandise	2	x	x	x	x	x	x	x
Groceries (full line)	34	16,601	16,345	14,128	7	1,432	778	--
Groceries and foods (specialty lines)	216	27,894	24,908	19,150	390	4,463	905	--
Hardware	19	7,591	1,680	537	--	1,042	101	--
Jewelry and optical goods	34	2,136	1,962	1,873	30	39	20	--
Lumber and construction materials	45	8,428	7,082	3,881	38	3,080	83	--
Machinery, equipment and supplies	160	21,301	18,043	3,855	137	13,379	671	1
Metals and metal work (except scrap)	37	15,499	15,499	1,258	24	13,123	1,093	1
Paper and its products	53	13,519	12,132	4,308	26	7,251	545	2
Petroleum and its products	11	929	594	445	1	148	--	--
Plumbing and heating eqpt. and spls.	38	6,897	6,289	2,937	186	2,865	301	--
Tobacco and its products (except leaf)	58	22,633	22,545	21,888	143	234	280	--
Waste materials	99	14,046	13,125	127	4	11,183	1,065	746
All other	64	5,025	x	x	x	x	x	x
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	236	183,423	132,663	68,463	571	51,818	11,798	13
Amusement and sporting goods	7	2,977	2,215	1,383	22	800	--	10
Automotive	24	40,079	33,598	27,623	9	5,173	793	--
Beer, wines and liquors	4	2,486	1,848	161	--	1,627	60	--
Chemicals and paints	17	5,704	5,584	1,868	59	2,771	886	--
Clothing and furnishings	3	x	x	x	--	--	--	--
Drugs and drug sundries (specialty lines)	7	2,400	2,281	2,264	--	--	17	--
Dry goods (specialty lines)	2	x	x	x	x	x	x	--
Electrical goods	19	24,506	21,167	2,332	323	16,787	1,725	--
Farm products - consumer goods	4	2,124	2,124	692	--	--	1,432	--
Farm supplies	1	x	--	--	--	--	--	--
Furniture and house furnishings	8	x	2,299	2,167	--	122	10	--
Groceries and foods (specialty lines)	31	46,775	32,872	25,940	131	2,090	4,711	--
Hardware	4	361	149	100	--	10	39	--
Jewelry and optical goods	2	x	x	x	--	--	--	--
Lumber and construction materials	7	17,295	650	--	--	650	--	--
Machinery, equipment and supplies	64	23,397	20,727	2,170	7	17,071	1,476	3
Metals and metal work (except scrap)	9	x	3,423	--	--	3,423	--	--
Paper and its products	5	1,185	1,185	437	4	579	165	--
Petroleum and its products	2	x	x	x	x	x	--	--
Plumbing and heating eqpt. and spls.	8	x	678	85	--	206	387	--
Tobacco and its products (except leaf)	3	x	x	x	--	--	x	--
All other	5	415	375	10	--	300	65	--

(continued on next page)

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

DETROIT, MICHIGAN (Continued)

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	Domestic sales				Export sales to buyers in foreign countries (add 000)
				to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	157	$248,067	$215,018	$37,762	$27	$162,023	$14,194	$1,012
Amusement and sporting goods	5	3,271	2,242	--	--	2,242	--	--
Automotive	6	5,431	5,058	17	--	5,041	--	--
Beer, wines and liquors	2	x	x	x	--	x	--	--
Chemicals and paints	9	15,322	15,322	24	--	15,278	20	--
Clothing and furnishings	2	x	x	x	--	--	--	--
Coal and coke	1	x	x	x	--	x	--	x
Drugs and drug sundries (specialty lines)	1	x	x	--	--	x	--	--
Dry goods (specialty lines)	1	x	x	x	x	--	--	--
Electrical goods	12	8,255	7,886	--	--	7,056	829	1
Furniture and house furnishings	3	x	x	x	--	x	x	x
Groceries and foods (specialty lines)	5	2,769	1,719	1,056	--	105	558	--
Hardware	2	x	x	x	--	x	--	--
Lumber and construction materials	8	32,503	32,503	30,975	--	786	742	--
Machinery, equipment and supplies	53	26,009	16,838	43	--	16,767	26	2
Metals and metal work (except scrap)	30	x	112,983	328	20	109,039	3,596	--
Paper and its products	3	x	x	x	x	x	x	--
Plumbing and heating eqpt. and spls.	5	x	746	--	4	331	411	--
Tobacco and its products (except leaf)	1	x	x	--	--	--	x	--
All other	8	912	585	131	--	454	--	--
BULK TANK STATIONS								
Petroleum and its products	38	44,501	24,608	13,658	1,640	4,952	4,345	13
AGENTS AND BROKERS	371	151,488	140,636	50,203	3	55,301	34,733	396
Amusement and sporting goods	5	x	31	28	--	--	3	--
Automotive	39	14,715	14,095	180	--	13,823	92	--
Beer, wines and liquors	2	x	x	--	--	x	--	--
Chemicals and paints	8	655	624	170	--	323	131	--
Clothing and furnishings	9	x	450	450	--	--	--	--
Coal and coke	15	17,227	15,626	11,070	--	3,838	627	91
Drugs and drug sundries (specialty lines)	1	x	x	x	--	--	--	--
Dry goods (specialty lines)	3	875	875	310	--	332	233	--
Electrical goods	13	x	1,757	254	--	1,064	439	--
Farm products - raw materials	6	14,575	9,361	8,391	--	970	--	--
Farm products - consumer goods	21	19,072	18,619	15,900	--	--	2,537	182
Furniture and house furnishings	4	x	883	144	--	739	--	--
Groceries (full line)	1	} 40,735	40,735	11,864	--	427	28,444	--
Groceries and foods (specialty lines)	37							
Hardware	8	x	2,127	146	--	432	1,544	5
Lumber and construction materials	15	1,018	1,018	153	--	808	57	--
Machinery, equipment and supplies	132	20,454	18,680	472	1	17,975	114	118
Metals and metal work (except scrap)	23	11,459	11,359	--	--	11,325	34	--
Paper and its products	5	879	879	15	--	449	415	--
Petroleum and its products	1	x	x	x	--	--	--	--
Plumbing and heating eqpt. and spls.	8	640	610	84	--	463	63	--
Waste materials	2	x	x	--	--	x	--	--
All other	13	1,255	1,090	498	2	590	--	--
ASSEMBLERS	38	4,084	1,798	1,166	1	163	468	--
Farm products - raw materials	3	279	279	154	--	125	--	--
Farm products - consumer goods	23	3,769	1,483	976	1	38	468	--
All other	12	36	36	36	--	--	--	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

LOS ANGELES, CALIFORNIA

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	sales to buyers in foreign countries (add 000)
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	2,578	$464,665	$433,086	$280,020	$11,325	$87,294	$40,183	$14,264
Amusement and sporting goods	70	13,113	12,338	2,909	91	9,319	19	--
Automotive	199	38,774	31,881	22,252	5,424	1,537	2,648	20
Beer, wines and liquors	120	23,587	22,901	15,722	1,336	1,549	4,292	2
Chemicals and paints	53	6,142	5,907	1,217	265	4,138	283	4
Clothing and furnishings	144	16,858	16,562	15,684	40	450	353	35
Coal and coke	3	294	150	94	28	28	--	--
Drugs (full line)	5	17,898	17,898	16,597	112	929	233	27
Drugs and drug sundries (specialty lines)	67	4,793	4,540	2,716	15	96	1,661	52
Dry goods (full line)	5	416	416	415	--	1	--	--
Dry goods (specialty lines)	88	15,401	12,999	8,217	51	4,138	593	--
Electrical goods	94	22,526	21,451	14,412	621	5,354	1,003	61
Farm products - raw materials	26	17,587	17,495	276	20	2,963	1,783	12,453
Farm products - consumer goods	418	59,082	58,488	42,384	1,183	3,333	11,588	--
Farm supplies	19	6,770	6,652	4,055	105	382	2,102	8
Furniture and house furnishings	98	8,818	8,401	7,350	66	781	178	26
General merchandise	11	4,167	4,167	3,497	265	341	63	1
Groceries (full line)	56	43,057	43,057	41,128	96	1,263	570	--
Groceries and foods (specialty lines)	294	41,201	37,078	25,659	471	6,627	3,843	478
Hardware	24	13,177	13,051	9,525	54	3,314	158	--
Jewelry and optical goods	71	8,486	7,158	5,923	326	242	667	--
Lumber and construction materials	68	14,747	12,306	4,613	269	6,292	1,132	--
Machinery, equipment and supplies	252	37,485	33,859	6,531	296	24,752	2,252	28
Metals and metal work (except scrap)	32	5,742	3,823	1,391	16	1,836	557	23
Paper and its products	52	8,835	7,827	5,214	56	2,184	373	--
Petroleum and its products	15	3,875	3,822	2,743	3	6	317	753
Plumbing and heating eqpt. and spls.	39	4,607	4,135	2,626	7	1,021	481	--
Tobacco and its products (except leaf)	27	11,452	11,278	11,077	73	--	128	--
Waste materials	47	5,824	4,808	832	7	2,423	1,291	255
All other	181	9,951	8,638	4,961	29	1,995	1,615	38
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	371	181,458	152,153	86,375	238	36,869	28,253	418
Amusement and sporting goods	10	3,642	2,343	1,259	42	948	94	--
Automotive	29	42,809	33,463	29,302	12	2,345	1,804	--
Beer, wines and liquors	20	12,844	10,527	1,917	2	362	8,246	--
Chemicals and paints	19	5,096	4,635	1,543	85	2,712	295	--
Clothing and furnishings	14	x	1,989	1,951	--	37	--	1
Drugs and drug sundries (specialty lines)	10	x	1,110	783	33	97	197	--
Dry goods (specialty lines)	17	3,022	2,940	659	--	2,263	18	--
Electrical goods	19	8,494	7,888	1,871	30	4,575	1,412	--
Farm products - consumer goods	2	x	x	x	x	x	x	x
Furniture and house furnishings	10	x	2,486	2,321	--	154	11	--
Groceries and foods (specialty lines)	38	54,720	48,942	33,511	24	3,978	11,125	304
Hardware	5	408	294	168	--	22	104	--
Jewelry and optical goods	4	692	226	226	--	--	--	--
Lumber and construction materials	13	3,699	2,617	2,218	--	264	127	8
Machinery, equipment and supplies	99	16,002	11,813	1,366	7	9,404	991	45
Metals and metal work (except scrap)	16	6,967	5,715	52	1	3,619	2,043	--
Paper and its products	13	7,204	7,117	3,870	--	2,163	1,052	32
Petroleum and its products	2	x	x	x	x	x	x	x
Plumbing and heating eqpt. and spls.	12	4,506	4,506	1,184	--	2,794	528	--
Tobacco and its products (except leaf)	1	x	--	--	--	--	--	--
All other	18	1,694	1,663	860	--	779	24	--

(continued on next page)

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

LOS ANGELES, CALIFORNIA (Continued)

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	Export sales to buyers in foreign countries (add 000)
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	109	$48,153	$34,123	$5,887	$49	$16,983	$11,202	$2
Amusement and sporting goods	4	3,711	2,639	--	--	2,639	--	--
Automotive	1	x	--	--	--	--	--	--
Beer, wines and liquors	2	x	x	--	--	x	x	--
Chemicals and paints	6	x	1,869	1,867	--	--	--	2
Clothing and furnishings	4	x	315	315	--	--	--	--
Drugs and drug sundries (specialty lines)	2	x	x	x	x	x	x	--
Dry goods (specialty lines)	8	766	701	641	--	60	--	--
Electrical goods	7	1,810	1,553	120	--	950	483	--
Furniture and house furnishings	5	1,058	1,052	136	--	112	804	--
Groceries and foods (specialty lines)	4	1,156	1,128	--	--	--	1,128	--
Hardware	2	x	x	--	--	x	x	--
Jewelry and optical goods	5	x	101	84	--	--	17	--
Lumber and construction materials	9	5,832	2,830	1,945	--	468	417	--
Machinery, equipment and supplies	20	8,810	8,021	--	--	7,964	57	--
Metals and metal work (except scrap)	8	x	2,508	--	--	2,301	207	--
Paper and its products	9	x	3,440	309	32	1,547	1,552	--
Plumbing and heating eqpt. and spls.	2	x	x	x	x	x	--	--
Tobacco and its products (except leaf)	1	x	x	--	--	--	x	--
All other	10	1,046	654	279	--	362	13	--
BULK TANK STATIONS								
Petroleum and its products	64	47,633	25,317	14,980	199	2,094	7,584	460
AGENTS AND BROKERS	753	158,925	138,362	37,780	449	25,593	74,338	202
Amusement and sporting goods	19	2,054	1,863	449	1	1,390	23	--
Automotive	34	2,628	2,560	1,662	174	278	446	--
Beer, wines and liquors	9	1,334	1,334	879	--	--	455	--
Chemicals and paints	25	2,831	2,785	57	--	2,282	417	29
Clothing and furnishings	87	10,297	10,265	8,094	--	56	2,111	4
Coal and coke	2	x	x	x	x	x	x	x
Drugs and drug sundries (specialty lines)	17	x	1,002	689	--	27	274	12
Dry goods (full line)	1	10,521	10,491	3,007	36	5,505	1,943	--
Dry goods (specialty lines)	95							
Electrical goods	49	2,699	2,159	403	4	874	878	--
Farm products - raw materials	13	2,771	1,851	3	--	732	1,116	--
Farm products - consumer goods	63	39,414	31,888	7,236	27	30	24,595	--
Farm supplies	6	6,249	5,974	5,587	--	103	269	15
Furniture and house furnishings	46	x	5,646	3,917	159	637	933	--
General merchandise	5	x	737	220	--	189	328	--
Groceries (full line)	1	43,616	41,382	1,349	--	2,288	37,663	82
Groceries and foods (specialty lines)	62							
Hardware	25	x	1,518	566	--	153	799	--
Jewelry and optical goods	14	474	439	344	--	7	88	--
Lumber and construction materials	15	1,454	551	291	--	164	96	--
Machinery, equipment and supplies	97	7,463	4,121	530	17	3,320	238	16
Metals and metal work (except scrap)	11	928	928	169	8	188	563	--
Paper and its products	12	739	739	117	--	5	617	--
Petroleum and its products	7	x	1,536	1,114	--	422	--	--
Plumbing and heating eqpt. and spls.	15	1,466	1,466	685	9	369	402	1
All other	23	x	x	x	x	x	x	x
ASSEMBLERS	100	38,627	28,495	6,656	5	10,129	11,412	293
Farm products - raw materials	2	x	x	x	--	--	x	--
Farm products - consumer goods	49	29,230	20,090	6,118	--	9,991	3,688	293
Farm supplies	3	320	87	30	5	52	--	--
Groceries and foods (specialty lines)	5	8,115	8,115	317	--	86	7,712	--
All other	41	x	x	x	--	--	x	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

MILWAUKEE, WISCONSIN

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	Domestic sales				Export sales to buyers in foreign countries (add 000)
				to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	809	$147,029	$130,732	$83,661	$2,228	$37,066	$7,701	$76
Amusement and sporting goods	18	1,396	1,185	559	46	580	--	--
Automotive	40	4,286	3,992	2,169	206	1,198	419	--
Beer, wines and liquors	52	9,720	7,900	6,273	121	171	1,335	--
Chemicals and paints	22	1,621	1,272	505	33	621	113	--
Clothing and furnishings	39	3,588	3,337	3,251	10	69	7	--
Coal and coke	14	16,548	11,839	3,772	1,008	6,729	330	--
Drugs (full line)	4	4,084	3,532	3,374	36	40	82	--
Drugs and drug sundries (specialty lines)	11	730	724	365	10	345	4	--
Dry goods (specialty lines)	8	x	820	816	--	4	--	--
Electrical goods	31	7,961	7,136	5,246	9	1,863	18	--
Farm products - raw materials	11	7,272	5,344	132	--	4,589	623	--
Farm products - consumer goods	73	15,337	15,337	13,998	56	204	1,074	5
Farm supplies	8	2,180	2,076	854	62	1,011	80	69
Furniture and house furnishings	14	x	1,570	1,444	1	77	48	--
General merchandise	1	x	x	x	x	x	x	--
Groceries (full line)	13	15,005	15,005	13,661	164	1,160	20	--
Groceries and foods (specialty lines)	113	10,051	9,211	5,701	190	2,794	526	--
Hardware	13	5,488	5,488	4,069	24	1,368	27	--
Jewelry and optical goods	10	633	633	629	--	--	4	--
Lumber and construction materials	17	2,005	1,755	271	58	1,238	188	--
Machinery, equipment and supplies	106	12,831	9,202	3,475	63	5,313	349	2
Metals and metal work (except scrap)	6	1,110	1,110	493	2	590	25	--
Paper and its products	20	2,533	2,533	851	--	1,672	10	--
Petroleum and its products	7	368	368	249	--	119	--	--
Plumbing and heating eqpt. and spls.	25	4,891	4,725	2,309	90	1,764	562	--
Tobacco and its products (except leaf)	26	8,333	8,333	7,629	--	--	704	--
Waste materials	65	4,132	3,993	189	2	2,683	1,119	--
All other	42	2,434	x	x	x	x	x	--
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	113	61,653	40,552	27,203	263	10,374	2,383	329
Amusement and sporting goods	6	1,072	774	384	12	378	--	--
Automotive	14	17,610	6,452	5,920	--	532	--	--
Beer, wines and liquors	4	710	670	70	--	100	500	--
Chemicals and paints	5	1,796	1,796	360	9	1,138	289	--
Clothing and furnishings	1	x	x	x	x	--	--	x
Dry goods (specialty lines)	1	x	x	--	--	x	--	--
Electrical goods	8	x	3,211	106	24	2,850	231	--
Farm products - consumer goods	2	x	x	x	--	--	--	--
Furniture and house furnishings	2	x	x	x	--	--	--	--
Groceries and foods (specialty lines)	23	19,205	16,607	13,694	23	1,786	1,104	--
Jewelry and optical goods	3	x	x	x	x	x	x	--
Lumber and construction materials	1	x	--	--	--	--	--	--
Machinery, equipment and supplies	26	4,344	1,003	27	--	974	2	--
Metals and metal work (except scrap)	6	x	1,162	--	--	1,162	--	--
Paper and its products	3	x	x	x	x	x	x	x
Petroleum and its products	1	x	x	x	--	x	--	--
Plumbing and heating eqpt. and spls.	2	x	x	x	--	x	x	--
All other	5	614	614	14	--	586	14	--
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	51	29,198	26,133	1,941	--	19,963	4,229	--
Amusement and sporting goods	4	1,665	1,216	--	--	1,216	--	--
Chemicals and paints	2	x	x	--	--	x	x	--
Clothing and furnishings	1	x	x	x	--	--	--	--
Dry goods (specialty lines)	1	x	x	--	--	x	--	--
Electrical goods	4	2,131	1,953	--	--	1,556	397	--
Groceries and foods (specialty lines)	2	x	x	x	--	x	--	--
Lumber and construction materials	4	1,497	78	--	--	78	--	--
Machinery, equipment and supplies	13	3,324	2,643	456	--	2,126	61	--
Metals and metal work (except scrap)	8	12,476	12,476	35	--	12,195	246	--
Paper and its products	2	x	x	x	--	--	--	--
Plumbing and heating eqpt. and spls.	5	861	861	--	--	221	640	--
Tobacco and its products (except leaf)	2	x	x	--	--	--	x	--
All other	3	x	x	--	--	x	--	--

(continued on next page)

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

MILWAUKEE, WISCONSIN (Continued)

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
BULK TANK STATIONS								
Petroleum and its products	32	$15,277	$9,691	$7,696	$466	$824	$696	$9
AGENTS AND BROKERS	237	88,718	63,847	10,305	209	28,938	24,236	159
Amusement and sporting goods	1	x	x	x	--	--	--	--
Automotive	2	x	x	x	--	x	--	--
Beer, wines and liquors	1	x	x	--	--	--	x	--
Chemicals and paints	2	x	x	x	--	x	--	--
Clothing and furnishings	5	245	90	90	--	--	--	--
Coal and coke	2	x	x	x	--	--	x	x
Dry goods (specialty lines)	2	x	x	x	--	--	--	x
Electrical goods	10	x	427	55	--	363	--	9
Farm products - raw materials	21	34,814	24,598	551	--	17,200	6,847	--
Farm products - consumer goods	22	9,287	9,114	4,694	--	673	3,747	--
Farm supplies	3	x	818	670	--	148	--	--
Furniture and house furnishings	5	x	156	153	3	--	--	--
Groceries and foods (specialty lines)	36	29,325	17,672	656	200	3,572	13,244	--
Hardware	3	89	89	60	--	28	1	--
Jewelry and optical goods	1	x	x	--	--	x	--	--
Lumber and construction materials	8	411	155	72	4	77	2	--
Machinery, equipment and supplies	63	3,333	2,926	45	2	2,879	--	--
Metals and metal work (except scrap)	7	x	644	4	--	640	--	--
Paper and its products	6	463	458	74	--	113	271	--
Plumbing and heating eqpt. and spls.	17	558	271	18	--	250	3	--
All other	20	4,496	3,570	516	--	2,986	68	--
ASSEMBLERS	9	2,857	697	372	--	256	--	69

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

NEW YORK, NEW YORK

TABLE 7 --DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	Export sales to buyers in foreign countries (add 000)
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	15,725	$3,974,160	$3,676,232	$1,664,892	$31,633	$1,250,114	$476,569	$253,024
Amusement and sporting goods	276	39,952	35,372	24,590	356	6,110	3,830	486
Automotive	281	76,282	70,728	35,394	2,816	2,553	3,862	26,103
Beer, wines and liquors	257	95,556	86,978	56,386	852	5,987	23,728	25
Chemicals and paints	271	116,753	110,852	9,446	478	76,115	12,868	11,945
Clothing and furnishings	1,721	343,519	332,882	282,696	1,589	24,069	19,767	4,761
Coal and coke	95	62,626	58,300	42,003	4,545	9,570	1,901	281
Drugs (full line)	11	14,087	11,520	11,372	9	121	18	--
Drugs and drug sundries (specialty lines)	395	52,444	48,272	33,365	448	3,842	9,178	1,439
Dry goods (full line)	20	20,817	12,878	12,226	6	592	54	--
Dry goods (specialty lines)	2,338	616,021	558,324	157,147	1,399	320,563	63,573	15,642
Electrical goods	371	78,100	71,662	31,013	3,440	14,409	7,546	15,254
Farm products - raw materials	684	250,645	243,760	19,211	162	156,398	41,550	26,439
Farm products - consumer goods	1,233	402,372	375,305	228,889	2,668	51,365	89,412	2,971
Farm supplies	38	14,161	10,347	1,058	55	5,846	2,404	984
Furniture and house furnishings	845	105,816	97,233	81,045	1,576	6,501	7,657	454
General merchandise	36	216,200	216,200	10,406	13	133,453	7,324	65,004
Groceries (full line)	61	125,849	111,896	101,740	62	5,737	3,473	884
Groceries and foods (specialty lines)	1,376	370,604	349,007	205,166	3,848	57,245	76,059	6,689
Hardware	206	30,656	27,643	15,834	410	6,468	3,256	1,675
Jewelry and optical goods	859	88,797	85,035	65,012	623	9,564	9,472	364
Lumber and construction materials	308	51,199	40,085	19,655	1,531	17,361	1,323	215
Machinery, equipment and supplies	1,118	122,638	100,710	25,101	1,213	54,080	14,798	5,518
Metals and metal work (except scrap)	169	132,850	126,135	4,362	18	67,474	5,163	49,118
Paper and its products	664	102,535	86,781	34,128	373	34,200	14,779	3,301
Petroleum and its products	49	11,110	9,523	1,771	492	4,786	1,364	1,110
Plumbing and heating eqpt. and spls.	265	38,164	32,567	15,253	990	10,876	4,280	1,168
Tobacco and its products (except leaf)	171	97,327	95,786	93,605	474	540	1,071	96
Waste materials	609	49,768	44,950	1,954	23	30,033	9,915	3,025
All other	998	247,312	225,501	45,064	1,164	134,256	36,944	8,073
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	1,101	1,645,304	1,384,454	461,724	5,569	445,605	444,572	26,984
Amusement and sporting goods	18	30,259	16,748	5,678	233	3,391	435	7,011
Automotive	43	80,482	71,060	60,859	314	6,735	3,152	--
Beer, wines and liquors	20	94,125	48,854	2,082	6	1,517	45,249	--
Chemicals and paints	60	111,105	103,174	15,664	42	70,609	10,814	6,045
Clothing and furnishings	147	114,095	109,733	100,402	40	447	8,214	630
Coal and coke	4	x	4,101	2,087	2,014	--	--	--
Drugs and drug sundries (specialty lines)	61	62,918	53,705	26,778	73	7,253	18,412	1,189
Dry goods (specialty lines)	96	x	120,008	27,336	2	85,233	7,160	277
Electrical goods	36	50,841	47,060	10,144	445	32,853	2,930	688
Farm products - consumer goods	9	16,787	8,428	1,436	503	--	4,557	1,932
Farm supplies	1	x	x	x	x	x	x	x
Furniture and house furnishings	32	16,252	15,189	10,217	565	896	3,507	4
Groceries and foods (specialty lines)	128	282,510	224,728	143,804	761	24,040	53,361	2,762
Hardware	13	x	2,909	702	--	10	1,640	557
Jewelry and optical goods	29	63,098	56,127	3,989	80	49,092	2,381	585
Lumber and construction materials	18	4,777	4,100	2,907	6	676	454	57
Machinery, equipment and supplies	206	99,339	72,821	8,588	72	47,306	13,043	3,812
Metals and metal work (except scrap)	29	70,952	66,987	1,354	17	63,108	2,341	167
Paper and its products	32	72,260	42,763	3,094	154	22,232	16,746	537
Petroleum and its products	5	x	4,576	536	1	3,367	185	487
Plumbing and heating eqpt. and spls.	35	15,628	12,506	3,619	16	2,965	5,801	105
Tobacco and its products (except leaf)	16	x	261,015	21,203	54	405	239,353	--
All other	63	40,362	x	x	x	x	x	x

(continued on next page)

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* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

NEW YORK, NEW YORK (Continued)

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	716	$1,007,278	$775,914	$147,569	$1,711	$443,269	$166,941	$16,424
Amusement and sporting goods	10	12,618	7,483	15	--	7,334	134	--
Automotive	4	x	13,187	--	--	12,263	924	--
Beer, wines and liquors	7	x	40,620	965	--	4,672	34,939	44
Chemicals and paints	40	80,761	42,619	1,534	--	33,668	5,727	1,690
Clothing and furnishings	135	x	76,737	58,148	386	3,095	13,147	1,961
Drugs and drug sundries (specialty lines)	13	4,903	4,903	3,078	--	--	1,824	1
Dry goods (specialty lines)	39	158,932	83,134	9,175	3	60,356	12,503	1,097
Electrical goods	27	30,861	26,335	800	--	18,542	5,011	1,982
Farm supplies	1	x	x	x	--	x	x	--
Furniture and house furnishings	31	x	13,441	4,538	--	1,084	7,799	20
Groceries and foods (specialty lines)	24	31,382	29,804	5,955	3	4,043	16,643	3,160
Hardware	9	4,338	2,631	1,059	--	602	866	104
Jewelry and optical goods	13	2,364	2,071	1,068	--	248	721	34
Lumber and construction materials	38	30,239	13,883	7,895	10	2,802	3,025	151
Machinery, equipment and supplies	143	144,252	121,668	787	3	116,911	2,982	985
Metals and metal work (except scrap)	55	156,877	130,175	360	11	121,371	8,427	6
Paper and its products	42	x	47,612	28,601	271	12,110	6,547	83
Petroleum and its products	5	27,456	27,456	14,807	57	4,400	8,072	120
Plumbing and heating eqpt. and spls.	16	3,287	2,969	1,555	16	1,191	207	--
Tobacco and its products (except leaf)	3	x	x	x	--	x	x	--
All other	61	60,645	55,422	6,714	951	38,403	4,368	4,986
BULK TANK STATIONS								
Petroleum and its products	60	79,943	53,160	33,142	1,964	9,100	7,136	1,818
AGENTS AND BROKERS	3,776	2,861,936	2,032,425	514,405	349	720,096	625,475	172,100
Amusement and sporting goods	114	x	12,365	5,747	18	3,148	2,948	504
Automotive	58	29,148	28,461	1,389	3	2,358	647	24,064
Beer, wines and liquors	4	957	957	931	--	--	26	--
Chemicals and paints	105	53,102	44,430	966	1	22,607	19,053	1,803
Clothing and furnishings	675	x	195,186	143,784	15	4,255	43,997	3,135
Coal and coke	33	73,561	70,557	54,195	99	13,385	1,828	1,050
Drugs (full line)	1	16,969	12,650	6,802	--	1,615	3,560	673
Drugs and drug sundries (specialty lines)	53							
Dry goods (full line)	9	21,995	2,006	228	--	--	600	1,178
Dry goods (specialty lines)	402	842,749	595,241	138,636	3	312,259	134,279	10,064
Electrical goods	132	11,810	11,077	2,993	74	3,809	2,344	1,857
Farm products - raw materials	187	184,282	129,047	4,986	--	70,015	20,583	33,463
Farm products - consumer goods	214	220,530	153,548	61,670	1	4,692	83,346	3,839
Farm supplies	16	7,152	7,097	122	--	5,965	1,010	--
Furniture and house furnishings	121	33,282	32,951	14,869	76	5,891	12,047	68
General merchandise	42	57,415	49,050	17,709	3	1,840	655	28,843
Groceries and foods (specialty lines)	324	451,232	339,188	31,272	5	118,315	184,276	5,320
Hardware	69	10,471	6,873	2,150	10	739	2,984	990
Jewelry and optical goods	55	2,653	2,559	1,092	2	288	1,132	45
Lumber and construction materials	96	13,669	12,074	5,154	5	4,010	2,373	532
Machinery, equipment and supplies	440	58,005	51,630	1,955	17	26,562	3,339	19,757
Metals and metal work (except scrap)	92	83,756	82,791	3,370	4	19,949	38,335	21,133
Paper and its products	81	x	12,184	1,705	--	9,078	1,257	144
Petroleum and its products	21	x	31,111	1,378	--	1,267	26,437	2,029
Plumbing and heating eqpt. and spls.	66	5,750	4,896	237	2	1,382	2,010	1,265
Tobacco and its products (except leaf)	3	155	155	5	--	--	150	--
Waste materials	36	x	12,414	5	--	3,926	439	8,044
All other	327	237,417	131,927	11,055	11	82,741	35,820	2,300
ASSEMBLERS	40	49,289	28,678	13,966	--	3,685	11,020	7
Farm products - raw materials	3	41	14	7	--	--	7	--
Farm products - consumer goods	25	48,410	27,864	13,907	--	3,501	10,449	7
Groceries and foods (specialty lines)	6	732	731	50	--	117	564	--
All other	6	106	69	2	--	67	--	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

PHILADELPHIA, PENNSYLVANIA

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	2,665	$533,253	$477,648	$243,064	$6,109	$150,386	$72,989	$5,100
Amusement and sporting goods	39	5,608	5,460	4,010	16	1,353	81	--
Automotive	95	15,595	14,783	9,656	1,146	1,117	2,864	--
Beer, wines and liquors	89	6,631	6,201	4,829	196	719	457	--
Chemicals and paints	41	5,110	3,984	1,009	96	2,485	390	4
Clothing and furnishings	211	23,569	23,069	22,417	40	287	320	5
Coal and coke	54	26,681	22,470	4,007	252	15,742	2,469	--
Drugs (full line)	2	11,656	11,432	10,670	14	456	291	1
Drugs and drug sundries (specialty lines)	28							
Dry goods (full line)	10	5,109	3,254	3,253	--	--	1	--
Dry goods (specialty lines)	107	11,743	9,077	4,375	65	3,236	1,401	--
Electrical goods	75	59,442	58,561	9,680	774	14,440	33,666	1
Farm products - raw materials	57	37,195	35,144	2,688	--	29,808	1,720	928
Farm products - consumer goods	301	60,392	59,812	39,329	1,068	8,085	11,274	56
Farm supplies	8	945	406	356	7	--	42	1
Furniture and house furnishings	101	11,547	11,134	10,366	172	450	146	--
General merchandise	3	524	524	503	4	2	15	--
Groceries (full line)	32	35,654	33,243	29,771	91	2,273	1,108	--
Groceries and foods (specialty lines)	305	48,358	43,750	28,288	1,237	8,988	5,237	--
Hardware	29	4,950	4,657	4,058	1	450	148	--
Jewelry and optical goods	79	6,000	4,627	4,157	51	147	272	--
Lumber and construction materials	82	14,904	8,568	3,271	114	4,128	1,029	26
Machinery, equipment and supplies	245	29,351	21,365	4,240	143	13,980	2,858	144
Metals and metal work (except scrap)	35	10,446	6,954	553	2	6,116	173	110
Paper and its products	118	18,822	17,552	6,335	118	9,533	1,566	--
Petroleum and its products	10	3,347	2,826	1,954	--	697	159	16
Plumbing and heating eqpt. and spls.	85	8,773	6,568	3,422	125	2,675	346	--
Tobacco and its products (except leaf)	70	25,033	20,693	19,631	286	5	771	--
Waste materials	178	22,918	20,806	996	--	15,280	1,165	3,365
All other	176	22,950	20,728	9,240	91	7,934	3,020	443
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	337	321,469	269,724	127,143	638	102,194	39,415	334
Amusement and sporting goods	9	3,791	3,069	1,620	90	1,080	279	--
Automotive	26	42,771	36,943	33,145	34	3,466	298	--
Beer, wines and liquors	10	19,688	18,251	7,251	22	2,658	8,320	--
Chemicals and paints	29	34,119	34,062	4,008	124	26,236	3,694	--
Clothing and furnishings	5	1,709	1,709	1,688	15	--	6	--
Drugs and drug sundries (specialty lines)	6	1,633	1,342	1,011	--	201	130	--
Dry goods (specialty lines)	11	x	3,913	361	--	3,497	55	--
Electrical goods	18	28,891	26,469	3,549	83	19,847	2,990	--
Farm products - consumer goods	3	x	x	x	x	x	x	--
Farm supplies	1	x	x	x	x	x	--	--
Furniture and house furnishings	7	3,437	3,286	3,009	1	276	--	--
Groceries and foods (specialty lines)	46	114,777	92,431	58,764	254	15,331	18,082	--
Hardware	7	x	151	53	--	15	83	--
Jewelry and optical goods	3	x	x	x	--	--	--	--
Lumber and construction materials	11	3,908	1,236	884	--	352	--	--
Machinery, equipment and supplies	84	29,199	22,500	3,345	--	17,575	1,442	138
Metals and metal work (except scrap)	10	4,587	2,510	13	13	2,443	41	--
Paper and its products	4	438	287	52	--	224	11	--
Petroleum and its products	2	x	x	x	--	x	x	--
Plumbing and heating eqpt. and spls.	19	5,135	4,627	553	--	1,343	2,731	--
Tobacco and its products (except leaf)	5	x	3,135	2,939	--	--	--	196
All other	21	9,044	8,222	1,393	--	6,743	86	--

(continued on next page)

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* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

PHILADELPHIA, PENNSYLVANIA (Continued)

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	Domestic sales				Export sales to buyers in foreign countries (add 000)
				to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	233	$141,225	$109,677	$19,890	$4	$70,906	$18,845	$32
Amusement and sporting goods	4	5,833	4,096	--	--	4,096	--	--
Beer, wines and liquors	1	x	x	--	--	x	--	--
Chemicals and paints	14	10,191	7,651	177	--	7,294	180	--
Clothing and furnishings	8	1,708	1,274	1,274	--	--	--	--
Drugs and drug sundries (specialty lines)	1	x	x	x	--	--	--	--
Dry goods (specialty lines)	14	x	16,393	10,895	--	5,498	--	--
Electrical goods	14	6,066	5,552	541	--	4,333	669	9
Farm products - consumer goods	1	x	x	x	--	--	--	--
Furniture and house furnishings	6	3,599	1,414	406	--	137	871	--
Groceries and foods (specialty lines)	9	6,231	4,239	2,660	--	154	1,425	--
Hardware	4	883	587	309	--	278	--	--
Jewelry and optical goods	3	x	x	x	--	x	x	--
Lumber and construction materials	20	7,796	3,461	1,655	--	1,544	262	--
Machinery, equipment and supplies	67	13,337	8,911	157	--	8,335	396	23
Metals and metal work (except scrap)	28	45,253	39,938	266	2	34,420	5,250	--
Paper and its products	11	x	2,030	224	--	401	1,405	--
Plumbing and heating eqpt. and spls.	13	x	1,165	18	2	1,002	143	--
Tobacco and its products (except leaf)	1	x	x	--	--	--	x	--
All other	14	4,845	3,223	136	--	3,087	--	--
BULK TANK STATIONS								
Petroleum and its products	31	36,808	18,263	11,265	3,149	3,185	664	--
AGENTS AND BROKERS	688	266,400	217,121	64,497	330	91,468	56,157	4,669
Amusement and sporting goods	5	x	40	21	--	19	--	--
Automotive	8	1,821	1,765	1,588	32	--	145	--
Beer, wines and liquors	4	420	20	20	--	--	--	--
Chemicals and paints	19	1,231	859	33	--	707	101	18
Clothing and furnishings	13	x	771	691	--	40	15	25
Coal and coke	28	47,298	43,230	24,225	143	17,475	827	560
Drugs and drug sundries (specialty lines)	5	x	750	287	--	331	132	--
Dry goods (specialty lines)	17	6,113	3,632	2,368	--	578	686	--
Electrical goods	24	1,821	1,658	300	6	1,107	245	--
Farm products - raw materials	34	11,483	9,447	262	--	8,481	457	247
Farm products - consumer goods	164	58,805	41,008	19,908	4	935	20,161	--
Farm supplies	3	177	177	95	36	--	1	45
Furniture and house furnishings	13	2,247	2,137	917	7	753	460	--
General merchandise	2	x	x	x	--	--	x	--
Groceries and foods (specialty lines)	81	64,022	62,059	10,580	--	19,596	28,758	3,125
Hardware	7	x	102	42	--	20	40	--
Jewelry and optical goods	1	x	x	x	--	--	x	--
Lumber and construction materials	24	13,234	1,537	944	--	557	36	--
Machinery, equipment and supplies	107	8,931	7,631	636	97	6,529	333	36
Metals and metal work (except scrap)	29	7,526	4,612	510	--	2,730	1,307	65
Paper and its products	5	x	183	10	--	8	165	--
Petroleum and its products	4	240	240	13	--	--	7	220
Plumbing and heating eqpt. and spls.	24	1,333	835	238	5	141	451	--
Waste materials	6	x	1,430	--	--	1,410	--	20
All other	61	34,420	32,568	537	--	30,051	1,672	308
ASSEMBLERS	7	25,999	4,275	2,711	--	21	1,543	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

PITTSBURGH, PENNSYLVANIA

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	913	$210,745	$180,309	$124,192	$3,904	$39,571	$9,306	$3,336
Amusement and sporting goods	20	2,189	2,081	1,307	50	719	5	--
Automotive	35	12,243	11,636	9,236	1,669	297	434	--
Beer, wines and liquors	100	3,627	3,148	2,591	328	69	160	--
Chemicals and paints	12	808	571	107	20	388	56	--
Clothing and furnishings	75	11,571	10,786	10,660	111	11	4	--
Coal and coke	9	2,329	1,846	184	41	1,416	205	--
Drugs (full line)	2	4,238	3,810	3,476	8	273	53	--
Drugs and drug sundries (specialty lines)	9							
Dry goods (full line)	2	5,475	496	495	1	--	--	--
Dry goods (specialty lines)	19							
Electrical goods	26	11,329	10,864	7,317	605	2,781	160	1
Farm products - raw materials	3	4,634	456	217	--	238	1	--
Farm products - consumer goods	137	47,576	43,378	40,061	497	566	2,254	--
Farm supplies	7	655	335	131	15	189	--	--
Furniture and house furnishings	22	2,999	2,849	2,728	--	91	30	--
Groceries (full line)	29	15,712	15,361	10,323	9	3,874	1,155	--
Groceries and foods (specialty lines)	87	11,802	11,461	8,844	185	2,097	305	30
Hardware	13	6,590	4,324	3,118	55	1,057	94	--
Jewelry and optical goods	20	2,532	2,132	2,010	46	11	65	--
Lumber and construction materials	42	8,388	7,137	2,995	124	3,728	290	--
Machinery, equipment and supplies	98	15,389	12,625	589	26	10,822	1,105	83
Metals and metal work (except scrap)	14	4,806	4,806	895	14	1,780	2,105	12
Paper and its products	23	7,423	7,087	5,762	13	1,127	185	--
Petroleum and its products	6	3,136	142	94	21	27	--	--
Plumbing and heating eqpt. and spls.	23	4,170	3,738	2,468	19	1,067	184	--
Tobacco and its products (except leaf)	15	7,359	6,384	6,382	2	--	--	--
Waste materials	30	10,416	9,935	--	26	6,414	295	3,200
All other	35	3,349	2,921	2,202	19	529	161	10
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	192	162,597	121,251	73,193	358	36,291	10,816	593
Amusement and sporting goods	6	2,132	1,575	698	39	838	--	--
Automotive	20	48,041	33,262	31,991	31	1,114	126	--
Beer, wines and liquors	3	x	x	--	x	x	x	--
Chemicals and paints	10	5,336	5,247	1,026	31	3,904	286	--
Clothing and furnishings	1	x	x	x	--	--	--	--
Drugs and drug sundries (specialty lines)	5	x	87	76	--	--	11	--
Electrical goods	12	x	16,361	2,168	18	12,278	1,897	--
Farm products - consumer goods	3	x	x	x	--	--	x	--
Furniture and house furnishings	10	1,949	1,858	1,707	--	132	19	--
Groceries and foods (specialty lines)	33	57,846	40,310	32,071	82	3,597	4,560	--
Hardware	1	x	x	--	x	x	--	--
Jewelry and optical goods	1	x	--	--	--	--	--	--
Lumber and construction materials	4	2,372	--	--	--	--	--	--
Machinery, equipment and supplies	54	12,230	9,051	1,577	--	7,189	285	--
Metals and metal work (except scrap)	6	x	6,245	22	--	5,362	328	533
Paper and its products	4	372	372	76	--	271	25	--
Petroleum and its products	1	x	x	x	--	x	--	--
Plumbing and heating eqpt. and spls.	8	2,641	2,525	378	--	1,019	1,068	60
Tobacco and its products (except leaf)	1	x	x	x	--	--	--	--
All other	9	627	583	213	110	260	--	--

(continued on next page)

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* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

PITTSBURGH, PENNSYLVANIA (Continued)

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export sales to buyers in foreign countries (add 000)
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	131	$198,111	$174,314	$4,398	$15	$139,930	$29,100	$871
Amusement and sporting goods	4	2,925	2,183	--	--	2,183	--	--
Chemicals and paints	5	3,752	3,752	12	1	3,540	199	--
Electrical goods	12	3,513	3,016	138	--	2,772	106	--
Furniture and house furnishings	4	x	118	53	--	65	--	--
Groceries and foods (specialty lines)	8	x	3,195	2,472	--	42	681	--
Lumber and construction materials	9	x	1,999	1,182	--	814	3	--
Machinery, equipment and supplies	50	15,442	13,274	201	--	12,974	83	16
Metals and metal work (except scrap)	24	155,061	138,828	276	14	115,828	21,889	821
Paper and its products	1	x	x	--	--	--	x	--
Plumbing and heating eqpt. and spls.	7	1,544	1,472	--	--	1,024	414	34
Tobacco and its products (except leaf)	1	x	x	--	--	--	x	--
All other	6	820	752	64	--	688	--	--
BULK TANK STATIONS								
Petroleum and its products	16	12,553	5,220	3,891	739	405	185	--
AGENTS AND BROKERS	228	92,424	74,892	26,195	4	29,214	18,458	1,021
Automotive	3	15	7	7	--	--	--	--
Chemicals and paints	6	1,101	598	--	--	598	--	--
Clothing and furnishings	2	x	x	x	--	--	--	--
Coal and coke	8	23,770	23,054	3,989	--	17,755	296	1,014
Electrical goods	17	1,163	800	175	--	363	262	--
Farm products - raw materials	13	6,762	3,358	968	--	575	1,815	--
Farm products - consumer goods	23	16,414	15,652	9,939	--	--	5,713	--
Furniture and house furnishings	4	x	363	248	--	115	--	--
General merchandise	1	x	x	x	--	--	--	--
Groceries and foods (specialty lines)	30	24,525	19,089	8,386	--	679	10,024	--
Hardware	4	831	831	760	--	52	19	--
Jewelry and optical goods	1	x	--	--	--	--	--	--
Lumber and construction materials	19	3,259	3,042	1,278	--	1,600	159	5
Machinery, equipment and supplies	63	4,604	4,312	134	--	4,172	4	2
Metals and metal work (except scrap)	10	5,608	2,704	1	--	2,663	40	--
Paper and its products	3	269	163	--	--	50	113	--
Petroleum and its products	1	x	--	--	--	--	--	--
Plumbing and heating eqpt. and spls.	11	x	273	77	4	179	13	--
Waste materials	4	2,290	348	--	--	348	--	--
All other	5	344	142	77	--	65	--	--
ASSEMBLERS	6	15,725	1,132	669	--	--	463	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

ST. LOUIS, MISSOURI

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				Export
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	sales to buyers in foreign countries (add 000)
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,249	$378,284	$322,983	$220,067	$2,952	$59,936	$27,015	$13,013
Amusement and sporting goods	18	1,587	1,235	453	63	663	56	--
Automotive	69	8,024	7,334	5,575	712	278	769	--
Beer, wines and liquors	23	6,716	6,716	5,611	484	22	599	--
Chemicals and paints	21	2,616	1,299	285	35	619	360	--
Clothing and furnishings	108	44,914	43,035	41,286	34	1,375	128	212
Coal and coke	27	6,831	3,964	692	78	2,805	389	--
Drugs (full line)	5	14,381	6,023	5,568	11	350	94	--
Drugs and drug sundries (specialty lines)	22	1,619	1,130	467	3	11	648	1
Dry goods (full line)	7	43,860	43,860	43,647	61	--	--	152
Dry goods (specialty lines)	21	2,565	1,854	423	57	1,357	17	--
Electrical goods	39	13,578	11,400	7,849	368	2,862	321	--
Farm products - raw materials	30	29,257	27,627	707	17	14,068	791	12,044
Farm products - consumer goods	163	38,815	33,966	21,124	213	877	11,752	--
Farm supplies	11	5,163	5,163	4,164	83	271	490	155
Furniture and house furnishings	20	3,842	3,842	3,583	123	78	58	--
General merchandise	4	11,939	11,939	11,840	50	14	27	8
Groceries (full line)	22	19,075	19,019	17,688	30	1,276	25	--
Groceries and foods (specialty lines)	171	34,142	27,750	16,798	153	4,420	6,369	10
Hardware	16	20,922	10,490	8,782	110	1,469	104	25
Jewelry and optical goods	19	1,664	1,541	1,462	49	30	--	--
Lumber and construction materials	45	7,910	5,642	1,269	22	3,121	863	367
Machinery, equipment and supplies	110	11,016	9,384	1,409	19	7,357	575	24
Metals and metal work (except scrap)	12	3,041	3,041	516	16	2,361	148	--
Paper and its products	45	7,066	4,915	2,680	8	1,740	487	--
Petroleum and its products	13	2,985	982	385	2	592	--	3
Plumbing and heating eqpt. and spls.	23	3,449	2,086	1,356	1	315	402	12
Tobacco and its products (except leaf)	44	11,456	10,945	10,749	140	--	56	--
Waste materials	64	6,981	5,770	159	--	5,169	442	--
All other	77	12,870	11,031	3,540	10	6,436	1,045	--
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	232	304,333	281,991	150,058	253	37,370	93,754	556
Amusement and sporting goods	6	1,650	1,029	491	9	529	--	--
Automotive	20	35,279	30,697	29,569	5	1,123	--	--
Beer, wines and liquors	6	6,408	6,408	1,910	--	650	3,848	--
Chemicals and paints	17	8,234	8,234	2,711	23	3,614	1,886	--
Clothing and furnishings	15	x	83,745	82,784	72	192	461	236
Drugs and drug sundries (specialty lines)	8	1,953	1,303	638	--	120	545	--
Dry goods (specialty lines)	6	x	3,338	1,927	--	1,411	--	--
Electrical goods	13	11,203	9,916	1,589	19	6,851	1,457	--
Farm products - consumer goods	2	x	x	x	--	--	x	--
Furniture and house furnishings	9	1,722	1,722	1,483	3	233	3	--
Groceries and foods (specialty lines)	25	30,447	24,971	17,186	109	2,706	4,970	--
Hardware	1	x	x	--	--	--	x	--
Jewelry and optical goods	1	x	--	--	--	--	--	--
Lumber and construction materials	3	x	x	x	x	x	x	--
Machinery, equipment and supplies	60	20,190	14,291	4,240	--	7,816	1,915	320
Metals and metal work (except scrap)	11	x	2,884	242	6	2,346	290	--
Paper and its products	5	3,861	3,840	213	2	3,611	14	--
Petroleum and its products	2	x	x	x	x	x	--	--
Plumbing and heating eqpt. and spls.	6	1,330	1,243	705	--	211	327	--
Tobacco and its products (except leaf)	3	x	x	x	--	x	x	--
All other	13	4,731	4,731	332	--	4,048	351	--

(continued on next page)

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* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

ST. LOUIS, MISSOURI (Continued)

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*: Number	All establishments*: Total net sales (add 000)	Sales of establishments reporting distribution by classes of customers: Total of sales analyzed (add 000)	Domestic sales: to Retailers for resale (add 000)	Domestic sales: to Household consumers (add 000)	Domestic sales: to Industrial users (add 000)	Domestic sales: to Wholesalers (add 000)	Export sales to buyers in foreign countries (add 000)
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	123	$64,743	$57,039	$7,270	$198	$35,155	$13,816	$600
Amusement and sporting goods	4	2,117	1,479	--	--	1,479	--	--
Beer, wines and liquors	1	x	x	x	--	x	--	x
Chemicals and paints	5	1,980	1,980	10	--	1,960	--	10
Clothing and furnishings	2	x	x	x	--	--	--	--
Dry goods (specialty lines)	2	x	x	x	--	--	--	--
Electrical goods	8	x	87	--	--	87	--	--
Furniture and house furnishings	2	x	x	x	--	x	x	x
Groceries and foods (specialty lines)	9	3,052	3,052	1,831	--	100	1,121	--
Jewelry and optical goods	2	x	x	x	--	--	x	--
Lumber and construction materials	11	4,599	740	270	--	152	318	--
Machinery, equipment and supplies	34	7,360	5,842	90	--	5,633	119	--
Metals and metal work (except scrap)	20	28,641	27,794	1,187	183	21,869	4,540	15
Paper and its products	4	x	1,602	94	15	186	1,307	--
Plumbing and heating eqpt. and spls.	6	398	398	--	--	173	225	--
Tobacco and its products (except leaf)	2	x	x	--	--	--	x	--
All other	11	3,685	3,235	100	--	3,135	--	--
BULK TANK STATIONS								
Petroleum and its products	36	13,359	5,237	3,980	391	860	6	--
AGENTS AND BROKERS	448	113,845	83,871	17,009	80	30,548	36,221	13
Amusement and sporting goods	2	x	x	--	--	x	x	--
Automotive	10	192	78	24	--	8	46	--
Beer, wines and liquors	3	314	264	114	--	--	150	--
Chemicals and paints	8	688	443	24	--	390	25	4
Clothing and furnishings	36	2,543	1,062	957	--	50	55	--
Coal and coke	12	x	5,233	2,215	4	2,469	545	--
Drugs and drug sundries (specialty lines)	2	x	x	x	--	--	--	--
Dry goods (specialty lines)	57	16,941	11,909	6,556	--	3,421	1,932	--
Electrical goods	25	1,751	1,588	74	--	658	851	5
Farm products - raw materials	31	11,668	4,211	--	--	2,516	1,695	--
Farm products - consumer goods	27	14,528	13,839	2,948	--	465	10,426	--
Farm supplies	3	1,779	1,779	160	--	1,619	--	--
Furniture and house furnishings	8	720	668	266	52	--	350	--
Groceries and foods (specialty lines)	44	27,871	21,779	2,023	--	4,060	15,696	--
Hardware	9	x	602	96	--	56	450	--
Jewelry and optical goods	1	x	x	x	--	--	--	--
Lumber and construction materials	22	1,596	1,341	447	--	402	492	--
Machinery, equipment and supplies	84	6,028	4,686	591	9	3,726	357	3
Metals and metal work (except scrap)	9	3,762	1,416	5	--	1,411	--	--
Paper and its products	4	1,641	1,641	--	--	107	1,534	--
Plumbing and heating eqpt. and spls.	12	435	251	144	15	92	--	--
Tobacco and its products (except leaf)	1	x	x	--	--	--	x	--
Waste materials	2	x	x	--	--	x	--	--
All other	36	12,832	10,523	306	--	8,673	1,543	1
ASSEMBLERS	14	7,759	4,838	326	3,653	--	859	--
Farm products - raw materials	3	x	x	--	x	--	--	--
Farm products - consumer goods	10	3,916	1,186	326	1	--	859	--
All other	1	x	x	--	x	--	--	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

SAN FRANCISCO, CALIFORNIA

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
				Domestic sales				
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	Export sales to buyers in foreign countries (add 000)
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	1,730	$462,921	$423,243	$207,187	$8,528	$83,871	$98,287	$25,370
Amusement and sporting goods	36	3,174	2,994	1,439	105	1,364	52	34
Automotive	81	29,518	22,850	15,116	4,604	1,206	1,924	--
Beer, wines and liquors	108	16,269	14,688	10,674	358	279	3,368	9
Chemicals and paints	32	4,976	4,733	813	26	3,653	71	170
Clothing and furnishings	95	x	11,534	10,975	84	134	334	7
Coal and coke	7	696	631	631	--	--	--	--
Drugs (full line)	4	10,770	10,770	9,862	16	697	140	55
Drugs and drug sundries (specialty lines)	36	3,032	2,709	2,155	26	63	460	5
Dry goods (full line)	3	13,271	12,577	10,253	32	2,066	225	1
Dry goods (specialty lines)	60							
Electrical goods	61	18,896	18,581	10,148	353	3,432	4,257	391
Farm products - raw materials	42	38,836	28,740	2,703	--	14,303	8,760	2,974
Farm products - consumer goods	123	39,354	37,756	25,708	1,474	3,850	4,170	2,554
Farm supplies	16	11,622	11,622	3,124	46	6,989	692	771
Furniture and house furnishings	61	7,114	6,925	6,235	146	468	58	18
General merchandise	10	27,479	27,479	5,145	21	2,910	7,858	11,545
Groceries (full line)	28	22,997	22,889	16,271	64	4,585	812	1,157
Groceries and foods (specialty lines)	233	77,522	74,035	32,988	488	9,268	26,727	4,564
Hardware	28	11,001	10,550	8,062	17	2,030	390	51
Jewelry and optical goods	54	6,640	5,855	5,237	37	288	290	3
Lumber and construction materials	51	15,328	11,736	7,614	60	2,825	1,172	65
Machinery, equipment and supplies	190	25,069	22,567	4,514	212	14,537	3,162	142
Metals and metal work (except scrap)	24	4,064	2,410	250	11	2,037	112	--
Paper and its products	36	6,515	5,827	3,204	57	1,743	775	48
Petroleum and its products	7	189	35	6	--	23	5	1
Plumbing and heating eqpt. and spls.	27	4,692	4,175	1,875	97	1,820	372	11
Tobacco and its products (except leaf)	18	38,491	38,491	7,458	64	19	30,933	17
Waste materials	46	4,318	3,740	522	13	2,043	583	579
All other	213	x	6,344	4,205	117	1,239	585	198
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	388	305,581	255,064	71,900	248	77,192	103,561	2,163
Amusement and sporting goods	11	6,764	2,538	1,372	3	892	271	--
Automotive	23	12,787	8,057	5,793	32	960	1,272	--
Beer, wines and liquors	17	17,471	12,594	1,721	9	747	10,099	18
Chemicals and paints	19	9,603	8,459	2,472	71	4,539	892	485
Clothing and furnishings	37	15,178	14,840	14,700	9	131	--	--
Drugs and drug sundries (specialty lines)	19	6,712	4,848	3,016	--	396	1,436	--
Dry goods (specialty lines)	14	5,113	2,832	2,171	10	607	44	--
Electrical goods	17	9,941	9,393	1,625	2	5,877	1,889	--
Farm products - consumer goods	2	x	x	x	--	x	x	--
Furniture and house furnishings	8	x	2,122	1,791	--	230	10	91
Groceries and foods (specialty lines)	40	113,206	94,056	24,559	17	26,491	41,930	1,059
Hardware	3	x	x	x	x	--	x	--
Jewelry and optical goods	10	2,442	1,911	1,401	--	6	504	--
Lumber and construction materials	9	2,026	392	228	24	67	73	--
Machinery, equipment and supplies	99	17,836	14,532	3,054	20	9,865	1,579	14
Metals and metal work (except scrap)	15	29,255	26,608	1,164	5	17,820	7,321	298
Paper and its products	14	6,696	6,591	3,514	12	2,529	418	118
Petroleum and its products	2	x	x	x	x	x	--	--
Plumbing and heating eqpt. and spls.	11	2,627	2,627	494	31	1,214	831	57
Tobacco and its products (except leaf)	5	x	36,817	1,716	--	368	34,733	--
All other	13	6,076	5,128	672	--	4,406	27	23

(continued on next page)

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* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

SAN FRANCISCO, CALIFORNIA (Continued)

TABLE 7.--DISTRIBUTION OF SALES BY CLASSES OF CUSTOMERS BY TYPES OF OPERATION AND KINDS OF BUSINESS

For Geographic Divisions and for Cities of more than 500,000 Population

TYPE OF OPERATION KIND OF BUSINESS	All establishments*		Sales of establishments reporting distribution by classes of customers					
	Number	Total net sales (add 000)	Total of sales analyzed (add 000)	Domestic sales				Export sales to buyers in foreign countries (add 000)
				to Retailers for resale (add 000)	to Household consumers (add 000)	to Industrial users (add 000)	to Wholesalers (add 000)	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	138	$137,146	$110,676	$10,656	$24	$65,466	$34,366	$164
Amusement and sporting goods	4	3,394	2,473	--	--	2,473	--	--
Automotive	1	x	x	--	--	x	--	--
Beer, wines and liquors	2	x	x	--	--	--	x	--
Chemicals and paints	6	6,972	5,419	--	--	5,299	97	23
Clothing and furnishings	7	1,659	1,659	1,369	--	--	290	--
Drugs and drug sundries (specialty lines)	3	x	x	x	--	--	--	--
Dry goods (specialty lines)	6	1,603	1,483	1,473	--	10	--	--
Electrical goods	6	727	310	268	--	42	--	--
Farm products - consumer goods	1	x	x	x	--	--	--	--
Furniture and house furnishings	8	2,841	1,633	226	--	139	1,262	6
Groceries and foods (specialty lines)	7	31,506	31,506	3,628	--	4,781	23,097	--
Jewelry and optical goods	2	x	x	--	--	--	x	--
Lumber and construction materials	10	x	2,208	1,507	2	491	208	--
Machinery, equipment and supplies	29	42,365	31,812	22	--	31,571	119	100
Metals and metal work (except scrap)	14	18,865	9,499	214	--	9,052	198	35
Paper and its products	13	15,691	14,803	368	3	11,065	3,367	--
Petroleum and its products	2	x	x	x	--	x	--	--
Plumbing and heating eqpt. and spls.	5	175	167	19	19	129	--	--
Tobacco and its products (except leaf)	1	x	x	--	--	--	x	--
All other	11	2,154	1,026	677	--	316	33	--
BULK TANK STATIONS								
Petroleum and its products	20	17,699	8,273	6,552	260	1,305	156	--
AGENTS AND BROKERS	638	186,871	173,876	43,572	112	45,479	69,156	15,557
Amusement and sporting goods	13	2,029	2,029	503	--	1	1,525	--
Automotive	20	2,087	1,997	133	--	189	1,458	217
Beer, wines and liquors	7	x	937	47	1	44	815	30
Chemicals and paints	14	3,264	3,264	5	1	1,811	1,447	--
Clothing and furnishings	56	x	5,275	4,528	--	66	681	--
Coal and coke	1	x	x	--	--	x	x	x
Drugs and drug sundries (specialty lines)	10	2,218	1,532	590	2	--	940	--
Dry goods (specialty lines)	37	10,803	8,415	4,584	--	2,078	1,753	--
Electrical goods	40	2,677	2,083	708	6	336	1,031	2
Farm products - raw materials	20	12,715	8,148	284	--	6,468	1,329	67
Farm products - consumer goods	29	9,522	9,213	5,661	--	406	2,531	615
Farm supplies	8	2,485	2,485	747	2	390	977	369
Furniture and house furnishings	29	7,207	7,188	6,667	35	140	346	--
General merchandise	4	1,651	1,651	359	--	551	--	741
Groceries and foods (specialty lines)	89	85,163	82,868	10,028	--	17,682	47,783	7,375
Hardware	28	2,420	1,962	614	1	167	1,176	4
Jewelry and optical goods	21	1,175	854	384	--	--	470	--
Lumber and construction materials	28	6,981	6,908	986	10	1,788	489	3,635
Machinery, equipment and supplies	97	7,596	6,931	826	31	5,236	375	463
Metals and metal work (except scrap)	10	1,626	1,566	--	--	235	1,331	--
Paper and its products	12	2,548	2,518	190	--	389	698	1,241
Petroleum and its products	4	4,513	4,309	4,224	--	--	--	85
Plumbing and heating eqpt. and spls.	22	1,423	1,384	275	17	335	731	26
Waste materials	2	x	x	--	--	x	x	x
All other	37	9,859	9,662	1,229	6	6,667	1,219	541
ASSEMBLERS	28	39,646	6,564	3,008	--	2,435	1,096	25
Farm products - raw materials	1	x	x	x	--	--	--	--
Farm products - consumer goods	20	22,781	4,722	2,895	--	1,107	695	25
Groceries and foods (specialty lines)	4	11,799	1,780	51	--	1,328	401	--
All other	3	x	x	x	--	--	--	--

* Including those from which no analysis of sales by classes of customers was obtainable. X Figures withheld to avoid disclosure of individual operations.

UNITED STATES DEPARTMENT OF COMMERCE
Daniel C. Roper, Secretary

BUREAU OF THE CENSUS
William L. Austin, Director

CENSUS OF BUSINESS: 1935

WHOLESALE DISTRIBUTION

VOLUME VIII
COMMODITY SALES

MAY, 1937

UNITED STATES DEPARTMENT OF COMMERCE

Daniel C. Roper, Secretary

BUREAU OF THE CENSUS

William L. Austin, Director

CENSUS OF BUSINESS: 1935

Fred A. Gosnell, Chief Statistician
William A. Ruff, Assistant

This is the final volume of a series on Wholesale Distribution, a part of the Census of Business, 1935. In this volume sales of wholesale establishments are analyzed by commodities or lines of merchandise. Tables are included for the United States as a whole, for New York City, for Chicago and for San Francisco and Los Angeles combined. The commodity analysis is presented for 29 kind-of-business groups for the following major types of operation: full-service and limited-function wholesalers, manufacturers' sales branches (with stocks), manufacturers' sales offices (without stocks), bulk tank stations, agents and brokers, and assemblers. Data are shown for 100 major commodity classifications many of which are subdivided into detailed commodity items.

The statistics were collected in 1936 by a field canvass of wholesale establishments in every State, city and county in the United States, by the Bureau of the Census, with funds provided by the Works Progress Administration. They cover the operations of wholesalers during the year 1935.

Wholesale trade reports are prepared under the supervision of John Guernsey, Distribution Economist for the Census Bureau, by John Albright, assisted by Dr. Albert Haring, Edwin P. Slabaugh and John J. Lennon.

WHOLESALE DISTRIBUTION: 1935

ARRANGEMENT AND CONTENTS OF VOLUMES

The results of the Census of Wholesale Trade for the year 1935 are published in a series of eight volumes together with a number of special trade reports, as described below:

Volume I - Summary for the United States. A national summary and analysis of all phases of wholesale distribution in 1935, a part of the Census of Business. In this volume the scope of the Wholesale Census is defined; the data for 1935 are analyzed; terms, classifications and tables are explained and national summaries of the tabular data presented in the other volumes are given. For convenience in making comparisons, a summary tabulation for 1929 and 1933 is included.

This volume also contains new matter not treated in greater detail elsewhere, including a section on legal forms of organization showing the basic data for individual proprietorships, partnerships and other forms separately, by types of operation; an analysis of multi-unit wholesalers, showing the number of establishments, net sales, expenses, employees and pay roll by ownership groups; and a tabulation of the data for auxiliary units of wholesale organizations not included as establishments.

Volume II - States and 25 Selected Cities. Presents number of establishments, net sales, expenses, personnel, pay roll and stocks for each State and for each of 25 selected wholesale trade centers (Table 1). The data are analyzed by types of operation and by kinds of business.

Volume III - Cities and Counties. Presents number of establishments, net sales, personnel and pay roll for each city of more than 5,000 population and for each county (Table 13). The data are analyzed by types of operation and by kinds of business for cities of more than 50,000 population (Table 12A) and by kinds of business for cities of 20,000 to 50,000 population (Table 12B).

Volume IV - Kinds of Business of Full-Service and Limited-Function Wholesalers, By States. Presents, by States, the number of establishments, net sales, expenses, personnel, pay roll and stocks for each of the 29 kind-of-business groups (Table 1A). In a separate section the number of establishments, net sales, proprietors, employees and total pay roll are shown for 142 kinds of business, by States (Table 1B).

Volume V - Employment and Pay Roll.

a. Monthly employment data by kinds of business (Table 2).

b. Analysis of employment and pay roll by occupational groups (executive, office and clerical, selling, etc.) for a representative week of 1935 (Table 3).

Volume VI - Business-Size Groups, and Analysis of Operating Expenses.

a. Number of establishments, net sales and operating expenses of wholesale merchants and industrial distributors, by business-size groups and kinds of business (Table 4).

b. Functional division of operating expenses (administrative, selling, etc.) of wholesale merchants and industrial distributors, by kinds of business (Table 5).

Volume VII - Credit Sales, and Sales by Classes of Customers.

a. Credit business of full-service and limited-function wholesalers and of manufacturers' sales branches, by kinds of business (Table 6).

b. Business of wholesale establishments analyzed to show sales to retailers, to industrial users, to household consumers, to other wholesale organizations and sales for export separately (Table 7). The data are presented by types of operation and kinds of business.

Volume VIII - Commodity Sales. Analysis of sales of wholesale establishments by commodities or lines of merchandise (Table 8). Data are shown for 100 major commodity lines, many of which are subdivided into detailed commodity items. In this volume the relative importance of the various commodities is shown for each of the 29 kind-of-business groups.

Special Subject Reports. Special reports will be issued in which the available census data are assembled and analyzed. Among those in preparation, the completion of which is subject to the limitations of time and budget, are:

Cooperative and Voluntary Group Wholesaling (Grocery Trade)
Drug Wholesaling
Electrical Wholesaling
Tobacco Wholesaling
Wholesaling of Wines and Liquors
Wholesaling of Tires and Tubes

WHOLESALE DISTRIBUTION: 1935

VOLUME VIII

COMMODITY SALES

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COMMODITY SALES

On the schedule form used in enumerating wholesale establishments, 100 commodity groups or lines of merchandise, including receipts from service, were listed, 38 of which were subdivided into more detailed commodity items (see schedule form in Appendix). Each establishment was requested to analyze its sales for the year 1935 and to report, from book figures or on the basis of carefully prepared estimates, the value of each commodity sold. Additional space was provided for commodities not on the standard list with the request that the respondent specify the kind and amount.

The information derived from this inquiry is presented in Table 8. Because of the magnitude of the task and the time required, tabulations were prepared only for the United States as a whole, for the cities of New York and Chicago, separately, and a combined tabulation for San Francisco and Los Angeles. The four cities represent different geographic divisions and account for 35 percent of all wholesale trade for the country in 1935.

COMMODITY COVERAGE.--Not all of the wholesale schedules gave information on sales by commodities. Had all reports been broken down on this basis, the sales analyzed by commodities and total net sales would have been the same and the commodity coverage would have been 100 percent. Since the records of some establishments were such that no breakdown could be secured, the total commodity sales in any given trade are usually less than total net sales for the same classification. The term, "commodity coverage" is used in the Census to express this fact. Commodity coverage is the ratio which sales made by establishments reporting commodity figures bear to the total sales of all establishments in the same classification. For the country as a whole, 161,171 of the 176,756 establishments analyzed their sales. The business of the 161,171 establishments amounted to $38,517,229,000 as compared with the total of $42,802,913,000. Hence, commodity coverage for the United States is 89.9 percent ($38,517,229,000 divided by $42,802,913,000). The coverage varies with each kind of business and each type of operation ranging from a low of 50.6 percent for full-line grocery merchants to 100 percent for a number of classifications.

HOW COMMODITY DATA ARE PRESENTED.--Commodity data are presented for the 29 kind-of-business or trade groups* of the 6 major types of operation.

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* Although "kind of business" is predicated in part upon the commodities handled, it must not be confused with the commodities themselves, as most establishments handle more than a single commodity or line of merchandise. For example, wholesale grocers frequently sell drug items, paper goods and tobacco products while hardware wholesalers sell automotive parts, wiring supplies, sporting goods or radios. The method of classification by kinds of business is explained on page 15.

In the preparation of Table 8, all establishments reporting commodity sales were classified first on the basis of type of operation or functions performed according to the following groups:

I Full-service and limited-function wholesalers
II Manufacturers' sales branches (with stocks)
III Manufacturers' sales offices (without stocks)
IV Bulk tank stations (petroleum)
V Agents and brokers
VI Assemblers of farm products

The establishments falling within each of these type classifications were further sorted into kind-of-business or trade groups as follows: *

1. Amusement and sporting goods
2. Automotive
3. Beer, wines and liquors
4. Chemicals and paints
5. Clothing and furnishings
6. Coal and coke
7. Drugs (full line)
8. Drugs and drug sundries (specialty lines)
9. Dry goods (full line)
10. Dry goods (specialty lines)
11. Electrical goods
12. Farm products-raw materials
13. Farm products-consumer goods
14. Farm supplies
15. Furniture and house furnishings
16. General merchandise
17. Groceries (full line)
18. Groceries and foods (specialty lines)
19. Hardware
20. Jewelry and optical goods
21. Lumber and construction materials
22. Machinery, equipment and supplies
23. Metals and metal work (except scrap)
24. Paper and its products
25. Petroleum and its products
26. Plumbing and heating equipment and supplies
27. Tobacco and its products (except leaf)
28. Waste materials
29. All other

For each kind-of-business group under each type of operation, the sales are analyzed to show which commodities, as listed on page 25, are sold and in what amounts.

TABLE 8 EXPLAINED.--As stated above, commodity sales are presented by types of operation and kinds of business for the United States as a whole, for the cities of New York and Chicago and a combined tabulation for San Francisco and Los Angeles Table 8 for these areas includes only those

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* A complete list of the 142 kinds of business which are condensed into the 29 trade groups is given in the Appendix, page 80.

establishments reporting sales by commodities. The type of operation is clearly indicated at the beginning of each sheet, or where breaks occur, in large type centered over the columns. The kind-of-business or trade groups are centered and underscored in the stub.

The various commodities found in each kind of business are listed in the stub in the order in which they appear in the standard list on page 25. Under full-service and limited-function wholesalers (see Page 27) the first kind of business is the amusement and sporting goods trade. In this trade group, 950 establishments with sales of $107,419,000 reported sales by commodities. The commodity coverage for the trade is 91.8 percent*. In general, this means that the sale of any specified commodity thereunder is 91.8 percent of what it would have been had all establishments been analyzed.

Of the 950 establishments classified as amusement and sporting goods, 22 reported sales of commodity number 27--clothing and furnishings, men's and boys'. The total sales of these 22 establishments amounted to $4,536,000, of which $294,000 or 6.5 percent (see first percentage column) was in the particular commodity "clothing and furnishings, men's and boys'". In the second percentage column is shown the ratio which the $294,000 bears to the total sales ($107,419,000) of the amusement and sporting goods houses reporting commodity information.

Stated differently, the commodity "clothing and furnishings, men's and boys'" accounted for 6.5 percent of the sales of amusement and sporting goods merchants handling this item, but inasmuch as not all establishments sold men's and boys' clothing and furnishings, it accounted for only 0.3 percent of the total for the trade group. In addition to clothing and furnishings, 16 major commodity lines are found in substantial amounts in the amusement and sporting goods trade**. For the country as a whole each of the following commodities represent more than ten percent of the total for the trade group: sporting goods, 18.8 percent; toys and games, 19.6 percent; cameras and supplies, 10.6 percent; and motion picture film rentals, 26.6 percent.

In the automotive trade, 5,416 establishments with sales of $743,303,000 reported commodity analyses. The commodity coverage for this trade group is 95.2 percent. The commodity or line entitled "automobiles and other motor vehicles" accounted for 45.2 percent of the total, but when the automotive establishments not selling automobiles and motor vehicles are excluded, this same line accounted for 91.2 percent of sales. From this analysis it is evident that distributors of automobiles and other motor vehicles deal very little in other commodities.

Some returns show a breakdown of "automobiles and other motor vehicles" into passenger automobiles, commercial vehicles, tractors, and motorcycles. Of the establishments which provided a more detailed breakdown, 284 sold passenger automobiles representing 88.4 percent of their total sales; 115 sold commercial vehicles which accounted for 15.5 percent of their sales; and 39 sold tractors accounting for 56.2 percent of their sales. Only 4 sold motorcycles. Of the $335,764,000 of automobiles and motor vehicles, $61,342,000 are not further analyzed. The table does not show the number of establishments involved.

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* Commodity coverage can be verified by comparing the $107,419,000 as shown above with the total sales for the trade amounting to $117,045,000 as shown in Table 1, page 17.

** Commodities representing less than one-tenth of one percent of the total sales of a given trade are not shown separately but are included in "all other commodities".

LIMITATIONS.--In using the commodity data, it should be remembered that not all establishments were able to provide the desired information and for most classifications the sale of a given commodity is understated. The commodity coverage ratio can be used, however in projecting totals.

Many respondents reported commodity sales on the basis of lines of merchandise or departments. For some of these, the sale of a given department was reported as the sale of a commodity. Paints sold in the hardware department, for example, were sometimes included with the commodity "hardware", although the schedule made provision for reporting paints separately. Some grocery merchants included miscellaneous house furnishings with "all other commodities". Likewise, the term, "notions" was variously used by wholesale establishments. In short, the sale of a commodity in a trade where it is not normally found is, as a rule, understated, while for trades where it constitutes a substantial portion of the total, it may be slightly overstated.

The commodities listed for a given trade in Table 8 are not to be considered as the only ones sold in establishments so classified. In addition to the fact that some commodities do not appear as the information was frequently furnished for departments, data are not shown separately for commodities which represented less than one-tenth of one percent of the total for a trade group. In spite of these limitations, however, it is believed that the tables furnish very reliable data on the more common commodities.

USE OF TABLE 8.--The analysis of sales by commodities is designed primarily to satisfy the wants of two major groups. One of these consists of wholesale merchants and other wholesalers who are interested in knowing what their competitors sell and in what amounts. The second group comprises producers and manufacturers who have goods to market through wholesale channels. In addition to these two groups, commodity information has considerable significance for executives of trade associations, economists and consultants in market research, advertising and research agencies and similar groups.

The chief objective in presenting commodity statistics is to permit a clear understanding of what commodities are sold in a given line of business. The wholesaler can thus ascertain what lines of commodities are carried by other wholesalers classified as himself and what proportion these commodities constitute of the total sales of the houses handling them. They also show him how important each commodity is for the trade as a whole, thus providing valuable information on lines of merchandise which might well be added or eliminated.

Manufacturers may glean from these statistics the total wholesale volume of the particular commodities which they are producing. This information affords a basis for comparing their distribution with the total for the country, thereby giving a concrete idea of the relative share of the market which they may reasonably hope to secure. Also, the commodity information makes it possible to work out a more scientific method of distribution, since it provides facts on commodity outlets with respect both to the types of operation and trade groups which handle the various commodities. It is thus possible for the manufacturer of electrical goods, for example, to determine what establishments sell electrical commodities and how important the commodity is to their business.

USE ILLUSTRATED.--The use of Table 8 may be illustrated by a study of tobacco wholesalers. Tobacco and its products (except leaf) constitutes one of the 29 major kind-of-business or trade groups and "cigars, cigarettes and tobacco"--commodity number 89--is considered as a separate commodity classification. The table, therefore, provides a basis for determining what tobacco distributors sell in addition to cigars, cigarettes and other tobacco products. Referring to Table 8 for New York City, it is found (see Page 49) that 161 full-service and limited-function wholesalers--chiefly jobbers--of tobacco and its products (except leaf)* reported sales amounting to $94,312,000. The commodity coverage of this classification was 96.9 percent; hence, the amount reported for each of the commodities handled by tobacco jobbers may be assumed to be only 3.1 percent short of what it would have been had all tobacco distributors analyzed their sales. Ninety-five of the 161 distributors sold confectionery. Sales of these 95 distributors amounted to $68,900,000 of which $5,260,000 or 7.6 percent was confectionery. The confectionery business, however, represented only 5.6 percent of the total sales of the 161 establishments.

As was to be expected, "tobacco products" including cigars, cigarettes, chewing tobacco, etc., was the major commodity sold in this trade, accounting for 90.5 percent of all sales. In addition to confectionery and tobacco products, substantial amounts of groceries, drugs and drug sundries, soaps and toiletries and sporting goods are handled in this trade. All other commodities accounted for less than one percent of the total.

From the figures in Table 8, it may be assumed that in New York City a tobacco jobber handling various tobacco items may expect 71.6 percent of his sales to be made up of cigarettes and that 90.5 percent will consist of "cigars, cigarettes and other tobacco products". If he is handling confectionery, he may expect this line to account for 7.6 percent of his total sales.

In addition to full-service and limited-function wholesalers of tobacco products, 16 manufacturers' sales branches specializing in this business are found in New York City (see Page 51)**. All of these branches analyzed their sales; hence the commodity coverage was 100 percent. Sales branches maintained by tobacco manufacturers sell tobacco products (98.9% of sales) almost to the exclusion of all other commodities. The limited number of manufacturers' sales offices (without stocks) and of agents and brokers specializing in tobacco has prevented showing their sales by commodities.

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*Includes only those whose primary business is the sale of cigars, cigarettes and other tobacco products.

**It should not be assumed from the above treatment that manufacturers' sales branches compete with tobacco jobbers for the retailer's business. By referring to Page 94 of Wholesale Distribution, 1935, Volume VII, it is shown that over 90 percent of the sale of manufacturers' branches are to full-service and limited-function wholesalers of tobacco.

WHO HANDLES TOBACCO PRODUCTS.--Table 8 may also be used in determining by what types of wholesalers and in what kinds of business or trades cigars, cigarettes and other tobacco products are handled. To illustrate the use of the table in this respect, the summary for the United States is selected. Below, the data are assembled for the various types of operation and kinds of business, showing the percentage of commodity coverage in each case together with the total reported sales of "cigars, cigarettes and other tobacco products".

Page number	Type of operation and kind-of-business or trade group	Percentage of commodity coverage 1/	Reported sales of "cigars, cigarettes and other tobacco products", commodity No. 89
	FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS		
27	Beer, wines and liquors	94.4	$4,087,000
28	Drugs (full line)	72.4	3,975,000
28	Drugs and drug sundries (specialty lines)	94.1	270,000
30	General merchandise	92.1	1,886,000
30	Groceries (full line)	50.6	65,353,000
31	Groceries and foods (specialty lines)	86.2	15,817,000
33	Tobacco and its products (except leaf)	89.5	587,407,000
	MANUFACTURERS' SALES BRANCHES (WITH STOCKS)		
37	Tobacco and its products (except leaf)	100.0	404,137,000
	MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)		
39	Tobacco and its products (except leaf)	82.2	260,026,000
	AGENTS AND BROKERS		
43	Tobacco and its products (except leaf)	95.5	1,375,000

In addition small amounts of "cigars, cigarettes and tobacco" are sold by other classes of establishments, but the sales in each case, constitute less than one-tenth of one percent of the total for the kind-of-business or trade group.

Tabulations similar to the above can be prepared for any of the reported commodities. By way of assistance in locating information in the table, each major commodity is given a number (see Page 25) which remains the same throughout the study and appears in the stub to the left of the classification. Under each trade classification, the commodities found therein are listed in numerical order. The omission of a number means that either the item is not found or it is not of sufficient importance to be shown separately.

1/ For explanation of "commodity coverage" see page 7.

DESCRIPTION OF TERMS

To assist in the understanding of the data in this report, the following explanation of terms is given:

WHOLESALE ESTABLISHMENTS.--Wholesale establishments, as the term is used here, are places of business engaged primarily in selling, or acting as agents in purchasing or selling, goods on a wholesale basis. In addition to the conventional types of wholesalers, the number includes producer-controlled selling branches and offices, agents and brokers, bulk tank stations and assemblers of farm products with established places of business.

Selling on a wholesale basis is selling primarily to retailers, institutions, industrial users and other wholesale organizations, for resale or further processing or business use, rather than for personal or household consumption.

For census purposes, the number of wholesalers does not include peddlers or others selling at wholesale without recognizable places of business; nor establishments engaged in wholesaling as a secondary activity; nor central administrative offices of wholesale concerns when reported as separate establishments. Wholesaler-retailers are included if more than half of their business is at wholesale.

NET SALES.--The term net sales is used in the Census to include total receipts from the sale of merchandise or services, or from rentals or derived from other sources in the normal operation of the business. Sales taxes are included, but not the value of goods returned by, nor allowances made to, customers.

Some wholesale establishments are engaged primarily in buying or assembling goods, the selling phase being incidental or non-existent inasmuch as such purchases may be made for parent organizations or for clients. Brokers, too, may represent buyers rather than sellers. Consequently, the term net sales is used to include the purchases made by country buyers of farm products and by other buying agents as well as the activities of agents and brokers operating on a commission basis, irrespective of whether they represented clients who are selling or buying. However, no transaction has been counted more than once; that is, either the purchasing phase was considered or the selling phase.

In the case of agents and brokers operating on a commission basis it was sometimes necessary to compute net sales on the basis of average commission rates or fees charged. These rates or fees were either reported by the agents and brokers concerned or were obtained through a computation of such rates and commissions reported by other agents and brokers operating in a similar manner in the same geographic division of the United States. This method was necessitated by the fact that many agents and brokers maintain records only of commissions received and do not have actual figures covering their operations in behalf of clients for whom they buy or sell goods.

COMMODITY COVERAGE.--Commodity coverage is the ratio which sales made by establishments reporting commodity figures bear to the total sales of all establishments in the same classification. For instance, total sales of all establishments reporting a commodity analysis amounted to $38,517,229,000 as compared with sales for all establishments of $42,802,913,000; hence, commodity coverage is 89.9 percent.

TYPES OF OPERATION

In presenting the data, wholesale establishments have been divided, according to the type of establishment or the nature of the function performed, into 6 groups as described below. Establishments engaged in more than one type of operation are classified according to their major activity in 1935.

1. Full-Service and Limited-Function Wholesalers.--The first of six functional type groups consists of full-service and limited-function wholesalers including exporters, importers and industrial distributors-establishments engaged in buying and selling goods on their own account and largely independent in ownership. Establishments in this classification usually warehouse the goods which they distribute, and sell primarily to retailers, although some handle goods which are sold chiefly to industrial users.

The leading type of establishment in this group is the conventional wholesale merchant, who accounts for 88 percent of the establishments and 82 percent of net sales. The term covers most full-function wholesalers operating primarily in the domestic market. Wholesale merchants buy and sell merchandise on their own account; carry stocks in their places of business; assemble in large lots and redistribute, usually through salesmen, in smaller quantities; extend credit to customers; and render advice to the trade. Although they sell primarily to retailers, substantial quantities of merchandise are sold by them to industrial and commercial users, (such as restaurants, hotels, institutions, public utilities, manufacturers) and to other wholesalers.

For census purposes no distinction is made between the terms wholesale merchant and jobber.

2. Manufacturers' Sales Branches (With Stocks).--This classification consists of wholesale outlets owned and operated by manufacturers apart from their plants, primarily for the purposes of carrying stocks and selling and delivering their own products. Sales of manufacturers' sales branches include bookings (sales for direct delivery from plant) as well as sales from stocks at the branches. Subsidiary sales corporations of manufacturers have been classified as full-service and limited-function wholesalers rather than manufacturers' sales branches.

3. Manufacturers' Sales Offices (Without Stocks).--The third type of operation consists of establishments maintained by manufacturers apart from their plants for the purpose of selling their products. Sales offices are distinguished from sales branches by the fact that they do not include facilities for the physical storage, handling and delivery of merchandise.

4. Bulk Tank Stations.--For census purposes bulk tank stations are wholesale establishments engaged primarily in storing and distributing gasoline, oil and other petroleum products. The classification includes bulk stations servicing retail filling stations owned by the same organization, as well as stations selling to independent retailers or industrial users. It embraces stations independently owned and operated, chain-operated stations, and commission stations owned by chains but operated by managers with a proprietary interest.

5. Agents and Brokers (Functional Middlemen).--The fifth type group includes middlemen who negotiate purchases and/or sales in domestic or foreign trade, but who do not, as a rule, take title to the goods. A chief additional function is to furnish marketing information. They commonly receive their remuneration in the form of commissions or fees. This classification includes auction companies, merchandise brokers, commission merchants, export agents, import agents, manufacturers' agents, selling agents, purchasing agents, and resident buyers.

6. Assemblers.--The sixth group includes establishments engaged primarily in the purchase or sale of farm products at local producing points or in cities convenient to producing regions. The emphasis is on the buying phase, since it is the principal function of these organizations to assemble and concentrate farm products which are produced on a relatively small scale into quantities large enough for economical shipment and handling. Most assemblers operate in what may be termed the local growers' markets. The classification includes firms and individuals who do business on their own account, as well as those who operate on a salary or commission basis for others. Under this heading are included cream stations, cooperative marketing associations, grain elevators, packers and shippers of fruits and vegetables and sea foods, and other country buyers of farm products.

KINDS OF BUSINESS

In addition to classification by type of operation, each establishment is classified by kind of business (drugs, groceries, hardware, etc.) based upon the principal lines of merchandise handled or trade designation. Guided largely by the experience of previous censuses, all wholesale establishments have been divided into 29 kind-of-business or trade groups. These groups comprise 142 minor or detailed classifications. (For a complete list, see Appendix.) In arranging the classifications, three factors were considered:

1. The way in which certain goods are distributed, namely the Channels of Distribution.

2. The Source of Supply of the commodity or commodities under consideration.

3. The Utilization of the commodity by those who purchase it from the reporting firm.

To illustrate, soap powder used for household consumption is included among groceries, since the great bulk of such merchandise is handled through grocery channels. This classification obviously follows the first basis mentioned, namely, channels of distribution. Hides and skins, on the other hand, are classified under "farm products-raw materials" on the basis of their source of supply. Similarly, fruits and vegetables are classified under "farm products-consumer goods". Shoes are classified under "clothing and furnishings" because of the way in which they are utilized.

In some cases it was necessary to combine 2 or 3 of the bases mentioned. For example, stoves and ranges are classified as "plumbing and heating equipment and supplies", partly because they are distributed through plumbing channels but largely because they are used for heating purposes, so that both the channels of distribution and utilization of the products are followed in this case.

To assist in determining the proper classification of establishments, each respondent was requested to give the usual name or designation by which the business is known to the trade or public. In addition, he was asked to name the principal lines of merchandise sold or handled, in the order of their importance, based upon net sales for 1935. The information supplied in the reply to these inquiries together with the analysis of sales by commodities served to determine the proper kind-of-business classification for the establishment. In general, the major business classification was arrived at through the trade designation, while the lines of merchandise or commodities handled determined the more detailed classification. Establishments engaged in more than one kind of business were classified according to the line that predominated during the year 1935.

TABLE 1

For convenience in comparing commodity information as given in Table 8 with other data on wholesale trade, Table 1 is included for each area covered by Table 8. This table which is included in other volumes of the Wholesale Census series, presents the total number of establishments in each area together with their net sales, operating expenses, personnel, pay roll and stocks on hand at the end of the year.

CENSUS OF
BUSINESS

WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of estab-lish-ments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprie-tors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
UNITED STATES	176,756	$42,802,913	$4,163,480	97,225	1/ 1,260,553	1/ $2,022,262	1/ $1,976,337	1/ $45,925	2/ $3,106,609
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	88,931	17,661,691	2,228,347	61,586	759,556	1,162,275	1,139,130	23,145	2,067,649
MANUFACTURERS' SALES BRANCHES (With stocks)	11,634	7,446,014	881,155	299	211,280	402,706	398,738	3,968	596,558
MANUFACTURERS' SALES OFFICES (Without stocks)	4,196	3,620,074	239,889	149	42,895	106,093	105,266	827	--
BULK TANK STATIONS (PETROLEUM)	27,333	2,704,047	391,095	3,546	1/	1/	1/	1/	157,687
AGENTS AND BROKERS	18,147	8,908,076	256,749	14,950	68,285	129,866	125,415	4,451	89,565
ASSEMBLERS	26,515	2,463,011	166,245	16,695	87,378	74,401	62,827	11,574	195,150
BY KINDS OF BUSINESS:									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	88,931	17,661,691	2,228,347	61,586	759,556	1,162,275	1,139,130	23,145	2,067,649
Amusement and sporting goods	1,068	117,045	21,308	641	7,076	12,092	11,811	281	14,223
Automotive	5,672	780,424	131,401	3,363	49,514	75,276	74,539	737	107,830
Beer, wines and liquors	5,496	698,511	91,814	4,298	31,380	43,682	42,485	1,197	55,043
Chemicals and paints	1,426	275,301	46,008	627	10,741	20,530	20,191	339	32,559
Clothing and furnishings	3,960	648,881	88,577	3,177	25,383	46,350	45,761	589	73,495
Coal and coke	773	368,695	34,955	292	8,847	16,464	15,861	603	26,052
Drugs (full line)	295	324,113	41,274	36	15,077	22,465	22,399	66	55,348
Drugs and drug sundries (specialty lines)	1,268	123,469	25,760	774	8,010	12,420	12,212	208	13,206
Dry goods (full line)	306	265,724	38,426	164	14,272	22,030	21,944	86	46,295
Dry goods (specialty lines)	3,301	719,676	82,228	2,477	22,652	43,398	42,919	479	118,548
Electrical goods	2,438	576,542	99,460	1,051	30,088	52,495	51,924	571	75,424
Farm products - raw materials	2,199	1,562,487	105,198	1,557	21,693	34,200	31,953	2,247	235,379
Farm products - consumer goods	11,188	1,941,059	213,552	10,128	77,316	107,165	104,118	3,047	47,140
Farm supplies	1,433	281,731	35,100	892	12,739	16,566	15,840	726	33,213
Furniture and house furnishings	1,959	243,457	43,345	1,335	13,978	23,106	22,737	369	50,742
General merchandise	209	361,647	28,076	122	9,266	13,942	13,782	160	34,052
Groceries (full line)	3,833	1,953,762	173,757	1,443	67,563	98,077	97,352	725	242,071
Groceries and foods (specialty lines)	12,156	1,682,961	209,791	10,434	79,646	108,429	105,838	2,591	132,811
Hardware	1,129	428,249	77,981	454	30,741	46,178	45,851	327	106,980
Jewelry and optical goods	1,801	180,685	35,481	1,300	11,105	19,185	18,973	212	47,213
Lumber and construction materials	2,817	491,857	82,051	1,251	27,245	42,813	40,839	1,974	63,652
Machinery, equipment and supplies	7,198	835,647	171,511	3,705	57,140	95,410	93,625	1,785	157,474
Metals and metal work (except scrap)	810	281,996	37,315	307	10,623	19,324	19,026	298	39,939
Paper and its products	2,549	408,935	74,843	1,417	25,605	44,459	43,957	502	57,933
Petroleum and its products	674	132,399	17,137	389	4,437	8,089	7,977	112	6,485
Plumbing and heating eqpt. and spls.	1,743	243,173	48,202	636	16,919	26,851	26,396	455	50,812
Tobacco and its products (except leaf)	2,253	783,368	42,853	1,859	14,687	21,547	21,315	232	40,902
Waste materials	4,793	399,664	58,093	4,405	29,461	30,482	29,230	1,252	34,117
All other	4,184	550,233	72,850	3,052	26,352	39,250	38,275	975	68,711
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	11,634	7,446,014	881,155	299	211,280	402,706	398,738	3,968	596,558
Amusement and sporting goods	241	102,090	19,228	--	5,456	9,304	9,282	22	11,836
Automotive	896	1,261,865	90,159	6	23,611	45,242	44,867	375	68,563
Beer, wines and liquors	377	265,812	37,390	6	5,284	11,533	11,468	65	19,759
Chemicals and paints	561	427,535	64,137	12	10,945	25,427	25,179	248	36,117
Clothing and furnishings	345	282,163	34,296	82	8,205	18,195	18,092	103	38,915
Coal and coke	10	8,331	1,470	--	359	694	692	2	261
Drugs and drug sundries	270	128,468	33,997	11	7,050	13,566	13,544	22	11,924
Dry goods	208	180,322	19,532	28	4,690	10,207	10,163	44	36,700
Electrical goods	428	349,819	31,685	6	7,832	17,676	17,554	122	21,800
Farm products - consumer goods	327	71,570	17,555	5	4,313	7,129	7,056	73	2,527
Farm supplies	74	31,785	4,831	2	917	1,830	1,815	15	2,679
Furniture and house furnishings	250	78,959	10,888	17	2,473	4,980	4,921	59	8,739
Groceries and foods (specialty lines)	3,102	2,252,166	202,190	32	51,576	87,265	86,224	1,041	82,245
Hardware	62	18,327	2,770	1	714	1,453	1,443	10	3,954
Jewelry and optical goods	249	91,458	10,921	10	3,102	5,366	5,357	9	11,405
Lumber and construction materials	261	112,792	18,684	8	5,510	10,253	9,816	437	13,485
Machinery, equipment and supplies	2,642	693,362	145,642	28	43,085	83,199	82,282	917	112,269
Metals and metal work (except scrap)	271	243,350	23,986	5	7,041	12,685	12,615	70	42,027

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* Includes no compensation for proprietors and firm members of unincorporated businesses. 1/ Inasmuch as it was impracticable to obtain employment and pay-roll for commission bulk tank stations, these data are not included. 2/ Includes stocks not owned but held on consignment valued at $124,872,000.

CENSUS OF
BUSINESS

WHOLESALE DISTRIBUTION: 1935
UNITED STATES SUMMARY (Continued)
TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (continued)									
Paper and its products	206	$150,420	$18,490	6	4,433	$9,168	$9,148	$20	$14,354
Petroleum and its products	56	18,175	3,801	--	814	1,910	1,904	6	1,981
Plumbing and heating eqpt. and spls.	367	102,251	21,310	8	6,313	9,701	9,461	240	17,885
Tobacco and its products (except leaf)	65	407,526	50,103	7	3,380	7,007	7,007	--	12,261
All other	366	167,468	18,090	19	4,177	8,916	8,848	68	24,872
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	4,196	3,620,074	239,889	149	42,895	106,093	105,266	827	--
Amusement and sporting goods	140	119,173	19,265	1	5,552	10,311	10,309	2	--
Automotive	36	53,549	3,575	--	688	1,687	1,686	1	--
Beer, wines and liquors	37	81,280	9,248	--	928	2,470	2,470	--	--
Chemicals and paints	209	190,157	18,822	1	2,484	7,164	7,127	37	--
Clothing and furnishings	208	101,042	7,572	52	1,286	3,823	3,784	39	--
Coal and coke	6	11,526	348	--	48	136	136	--	--
Drugs and drug sundries (specialty lines)	31	9,940	2,135	8	518	1,024	1,014	10	--
Dry goods (specialty lines)	133	225,476	8,182	9	1,685	4,491	4,472	19	--
Electrical goods	263	137,180	8,367	1	1,655	4,377	4,285	92	--
Farm products - consumer goods	5	3,350	696	--	57	109	109	--	--
Farm supplies	33	17,043	2,293	1	343	673	651	22	--
Furniture and house furnishings	114	56,079	4,547	17	598	1,643	1,635	8	--
Groceries and foods (specialty lines)	206	253,777	34,223	6	3,243	7,010	7,004	6	--
Hardware	31	10,072	926	1	216	541	540	1	--
Jewelry and optical goods	41	6,515	644	7	146	402	400	2	--
Lumber and construction materials	277	169,299	18,868	6	4,421	9,994	9,932	62	--
Machinery, equipment and supplies	1,146	492,453	31,111	19	6,714	17,847	17,616	231	--
Metals and metal work (except scrap)	476	1,021,883	29,371	4	5,502	15,703	15,625	78	--
Paper and its products	181	136,843	7,988	3	1,069	3,282	3,195	87	--
Petroleum and its products	25	46,880	7,017	1	955	2,350	2,350	--	--
Plumbing and heating eqpt. and spls.	178	22,954	3,130	3	666	1,497	1,441	56	--
Tobacco and its products (except leaf)	128	316,336	7,993	1	1,356	2,781	2,781	--	--
All other	292	137,267	13,568	8	2,765	6,778	6,704	74	--
BULK TANK STATIONS									
Petroleum and its products	27,333	2,704,047	391,095	3,546	1/	1/	1/	1/	157,687
AGENTS AND BROKERS	18,147	8,908,076	256,749	14,950	68,285	129,866	125,415	4,451	89,565
Amusement and sporting goods	245	23,931	3,277	216	807	1,542	1,514	28	333
Automotive	448	68,681	4,038	397	995	1,691	1,647	44	2,423
Beer, wines and liquors	73	21,473	916	49	230	482	477	5	334
Chemicals and paints	420	98,427	9,857	290	1,083	2,540	2,460	80	1,557
Clothing and furnishings	1,203	417,123	13,033	1,133	3,734	7,807	7,722	85	786
Coal and coke	440	427,346	25,300	82	3,874	10,087	9,911	176	12,443
Drugs and drug sundries (specialty lines)	140	26,894	1,854	123	643	1,078	1,071	7	194
Dry goods (full line)	14	23,061	289	11	78	174	173	1	5
Dry goods (specialty lines)	938	1,015,100	28,403	814	5,851	15,817	15,723	94	12,528
Electrical goods	638	45,863	3,367	534	1,321	1,832	1,775	57	1,762
Farm products - raw materials	3,010	2,710,088	44,692	2,976	16,987	22,004	20,147	1,857	20,151
Farm products - consumer goods	1,484	766,282	28,907	1,182	8,123	14,989	14,420	569	5,109
Farm supplies	287	87,342	2,218	249	529	975	948	27	342
Furniture and house furnishings	428	75,283	4,026	362	1,181	2,352	2,278	74	1,485
General merchandise	69	66,475	2,430	57	658	1,477	1,450	27	245
Groceries (full line)	21	11,565	262	17	79	135	135	--	120
Groceries and foods (specialty lines)	2,219	1,796,819	26,516	1,743	7,044	14,602	14,408	194	11,233
Hardware	288	32,508	2,099	254	648	1,103	1,061	42	428
Jewelry and optical goods	124	6,682	429	119	117	216	213	3	298
Lumber and construction materials	794	139,147	8,632	553	2,228	4,315	4,103	212	1,062
Machinery, equipment and supplies	2,496	210,757	20,400	1,922	5,529	11,262	10,795	467	5,237
Metals and metal work (except scrap)	377	173,229	5,178	282	1,068	2,844	2,731	113	1,324
Paper and its products	250	38,989	2,014	233	542	1,084	1,055	29	162
Petroleum and its products	109	72,733	1,729	63	327	867	841	26	144
Plumbing and heating eqpt. and spls.	427	25,790	2,680	313	888	1,462	1,409	53	636
Tobacco and its products (except leaf)	9	1,529	49	10	12	26	26	--	1
Waste materials	112	40,369	1,930	59	310	901	891	10	558
All other	1,084	484,590	12,224	907	3,499	6,202	6,031	171	8,665
ASSEMBLERS	26,515	2,463,011	166,245	16,695	87,378	74,401	62,827	11,574	195,150
Farm products - raw materials	14,293	1,493,387	66,320	7,802	30,085	28,507	25,848	2,659	175,717
Farm products - consumer goods	10,814	865,968	87,730	7,694	48,553	39,999	32,444	7,555	13,065
Farm supplies	511	29,250	2,422	376	1,322	1,170	1,019	151	1,574
Groceries and foods (specialty lines)	592	69,541	8,946	524	6,869	4,270	3,103	1,167	4,373
All other	305	4,865	827	299	549	455	413	42	421

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* Includes no compensation for proprietors and firm members of unincorporated businesses. 1/ Inasmuch as it was impracticable to obtain employment and pay-roll for commission bulk tank stations, these data are not included.

CENSUS OF
BUSINESS

WHOLESALE DISTRIBUTION: 1935
CITY OF NEW YORK
TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
TOTALS, 1935:	21,418	$9,617,910	$861,920	13,749	1/ 199,318	1/ $416,328	1/ $411,913	1/ $4,415	2/ $656,888
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	15,725	3,974,160	481,169	10,646	126,246	244,276	241,206	3,070	464,327
MANUFACTURERS' SALES BRANCHES (With stocks)	1,101	1,645,304	208,917	102	39,260	86,031	85,667	364	158,434
MANUFACTURERS' SALES OFFICES (Without stocks)	716	1,007,278	69,990	80	11,887	33,353	33,116	237	--
BULK TANK STATIONS (PETROLEUM)	50	79,943	8,957	10	1/	1/	1/	1/	3,253
AGENTS AND BROKERS	3,776	2,861,936	90,602	2,904	18,868	47,164	46,491	673	30,530
ASSEMBLERS	40	49,289	2,285	7	498	942	920	22	344
BY KINDS OF BUSINESS									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	15,725	3,974,160	481,169	10,646	126,246	244,276	241,206	3,070	464,327
Amusement and Sporting Goods	276	39,952	7,122	170	2,099	4,197	4,147	50	4,540
Automotive	281	76,282	13,180	133	3,342	6,930	6,869	61	6,827
Beer, Wines and Liquors	257	95,556	14,163	80	3,679	6,942	6,862	80	11,733
Chemicals and Paints	271	116,753	20,084	107	2,656	6,592	6,537	55	10,897
Clothing and Furnishings	1,721	343,519	44,686	1,370	11,774	23,793	23,570	223	36,947
Coal and Coke	95	62,626	6,289	14	1,070	2,338	2,238	100	2,276
Drugs (full line)	11	14,087	1,613	3	543	956	955	1	2,266
Drugs and Drug Sundries (specialty lines)	395	52,444	11,399	192	3,135	5,502	5,443	59	5,773
Dry Goods (full line)	20	20,817	2,453	21	921	1,454	1,452	2	2,880
Dry Goods (specialty lines)	2,338	616,021	68,886	1,739	18,270	36,321	35,994	327	102,376
Electrical Goods	371	78,100	14,492	170	4,307	7,897	7,834	63	9,398
Farm Products - raw materials	684	250,645	16,668	534	3,056	7,231	6,930	301	39,609
Farm Products - consumer goods	1,233	402,372	38,237	1,081	9,672	18,617	18,420	197	8,396
Farm Supplies	38	14,161	2,073	18	325	674	672	2	2,020
Furniture and House Furnishings	845	105,816	19,456	572	5,395	10,222	10,095	127	22,920
General Merchandise	36	216,200	7,416	15	1,428	3,306	3,288	18	12,283
Groceries (full line)	61	125,849	13,611	60	4,204	7,648	7,636	12	12,656
Groceries and Foods (specialty lines)	1,376	370,604	42,156	986	11,164	20,864	20,686	178	31,272
Hardware	206	30,656	6,225	109	2,300	3,676	3,645	31	6,284
Jewelry and Optical Goods	859	88,797	15,104	733	3,596	7,440	7,370	70	26,108
Lumber and Construction Materials	308	51,199	10,342	88	3,137	5,863	5,428	435	7,905
Machinery, Equipment and Supplies	1,118	122,638	29,090	588	8,660	15,639	15,466	173	21,199
Metals and Metal Work (except scrap)	169	132,850	11,919	54	2,200	5,075	5,050	25	14,706
Paper and Its Products	664	102,535	16,789	399	5,348	9,719	9,621	98	10,874
Petroleum and Its Products	49	11,110	1,890	15	388	977	970	7	849
Plumbing and Heating Equipment and Spls.	265	38,164	7,464	93	2,366	4,140	4,073	67	6,584
Tobacco and Its Products (except leaf)	171	97,327	4,033	139	1,441	2,467	2,455	12	4,329
Waste Materials	609	49,768	7,969	521	3,108	4,179	4,075	104	3,418
All Other Products	998	247,312	26,360	642	6,662	13,617	13,425	192	37,002
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	1,101	1,645,304	208,917	102	39,260	86,031	85,667	364	158,434
Amusement and Sporting Goods	18	30,259	6,120	--	1,208	2,488	2,488	--	5,140
Automotive	43	80,482	5,767	--	1,795	3,382	3,357	25	4,791
Beer, Wines and Liquors	20	94,125	12,865	--	1,367	3,629	3,624	5	7,002
Chemicals and Paints	60	111,105	17,155	--	2,530	6,895	6,887	8	8,687
Clothing and Furnishings	147	114,095	12,990	51	2,721	7,003	6,975	28	16,598
Coal and Coke	4	4,103	1,235	--	301	577	577	--	241
Drugs and Drug Sundries (specialty lines)	61	62,918	17,869	1	3,649	6,602	6,594	8	6,056
Electrical Goods	36	50,841	4,639	--	1,138	2,921	2,899	22	2,692
Farm Products - consumer goods	9	16,787	2,423	--	496	923	922	1	784
Furniture and House Furnishings	32	16,252	2,910	4	552	1,310	1,303	7	2,547
Groceries and Foods (specialty lines)	128	282,510	23,991	5	5,261	10,334	10,270	64	11,659
Jewelry and Optical Goods	29	63,098	3,095	8	625	1,468	1,468	--	7,484
Lumber and Construction Materials	18	4,777	1,130	--	289	640	615	25	755
Machinery, Equipment and Supplies	206	99,339	23,258	5	6,923	14,408	14,312	96	17,058
Metals and Metal Work (except scrap)	29	70,952	3,701	--	828	2,046	2,042	4	13,902
Paper and Its Products	32	72,260	8,122	--	1,213	3,184	3,176	8	6,002
Plumbing and Heating Equipment and Spls.	35	15,628	3,555	1	839	1,676	1,661	15	2,160
All Other	194	455,773	58,092	27	7,525	16,545	16,497	48	44,876

(continued on next page)

* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF
BUSINESS

WHOLESALE DISTRIBUTION: 1935
CITY OF NEW YORK

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	716	$1,007,278	$69,990	80	11,887	$33,353	$33,116	$237	--
Amusement and Sporting Goods	10	12,618	1,001	1	346	577	577	--	--
Chemicals and Paints	40	80,761	8,061	1	1,076	3,444	3,412	32	--
Drugs and Drug Sundries (specialty lines)	13	4,903	1,066	--	111	227	225	2	--
Dry Goods (specialty lines)	39	158,932	6,304	3	1,364	3,475	3,457	18	--
Electrical Goods	27	30,861	2,367	--	525	1,562	1,558	4	--
Groceries and Foods (specialty lines)	24	31,382	1,872	1	350	853	852	1	--
Hardware	9	4,338	524	--	109	298	297	1	--
Jewelry and Optical Goods	13	2,364	191	6	49	124	122	2	--
Lumber and Construction Materials	38	30,239	4,737	--	1,004	2,591	2,554	37	--
Machinery, Equipment and Supplies	143	144,252	10,738	6	1,922	5,667	5,643	24	--
Metals and Metal Work (except scrap)	55	156,877	4,180	1	742	2,496	2,479	17	--
Petroleum and Its Products	5	27,456	4,421	--	481	1,295	1,295	--	--
Plumbing and Heating Equipment and Spls.	16	3,287	466	1	98	282	282	--	--
All Other 3/	284	319,008	24,062	60	3,710	10,462	10,363	99	--
BULK TANK STATIONS									
Petroleum and Its Products	60	79,943	8,957	10	1/	1/	1/	1/	$3,253
AGENTS AND BROKERS	3,776	2,861,936	90,602	2,904	18,868	47,164	46,491	673	30,530
Automotive	58	29,148	1,872	33	273	597	594	3	1,395
Beer, Wines and Liquors	4	957	68	2	19	52	52	--	--
Chemicals and Paints	105	53,102	7,133	62	384	1,214	1,190	24	402
Coal and Coke	33	73,561	3,465	5	370	1,160	1,144	16	4,684
Drugs (full line)	1	16,969	1,060	49	347	667	665	2	84
Drugs and Drug Sundries (specialty lines)	53								
Dry Goods (full line)	9	21,995	234	8	61	144	143	1	1
Dry Goods (specialty lines)	402	842,749	24,689	359	5,027	14,057	13,985	72	10,547
Electrical Goods	132	11,810	928	98	292	495	486	9	398
Farm Products - raw materials	187	184,282	3,050	150	603	1,499	1,488	11	1,659
Farm Products - consumer goods	214	220,530	7,657	143	1,553	4,037	3,905	132	1,088
Farm Supplies	16	7,152	203	9	43	93	92	1	127
Furniture and House Furnishings	121	33,282	1,580	93	444	942	921	21	149
General Merchandise	42	57,415	2,061	31	534	1,259	1,239	20	164
Groceries and Foods (specialty lines)	324	451,232	5,288	285	1,233	2,918	2,895	23	1,658
Hardware	69	10,471	892	56	260	463	456	7	146
Jewelry and Optical Goods	55	2,653	147	53	46	80	78	2	146
Lumber and Construction Materials	96	13,669	1,207	48	293	658	612	46	77
Machinery, Equipment and Supplies	440	58,005	6,093	271	1,364	3,464	3,384	80	1,313
Metals and Metal Work (except scrap)	92	83,756	1,832	57	360	1,137	1,065	72	376
Plumbing and Heating Equipment and Spls.	66	5,750	593	43	190	334	331	3	71
Tobacco and Its Products (except leaf)	3	155	1	4	1	1	1	--	--
All Other	1,254	683,293	20,549	1,045	5,171	11,893	11,765	128	6,045
ASSEMBLERS	40	49,289	2,285	7	498	942	920	22	344
Farm Products - raw materials	3	41	15	2	10	8	7	1	4
Farm Products - consumer goods	25	48,410	2,042	1	355	806	795	11	250
Groceries and Foods (specialty lines)	6	732	191	--	124	119	109	10	90
All Other 4/	6	106	37	4	9	9	9	--	--

*Includes no compensation for proprietors and firm members of unincorporated businesses.

1/Does not include employment and pay roll for commission bulk tank stations. (See text).

2/Includes stocks not owned but held on consignment valued at $27,976,000.

3/Includes 4 establishments dealing in automotive products; 7 in beer, wines and liquors; 135 in clothing and furnishings; 1 in farm products - raw materials; 1 in farm supplies; 31 in furniture and house furnishings; 42 in paper and its products; 3 in tobacco and its products (except leaf); and 60 in all other products.

4/Includes 2 establishments dealing in farm supplies and 4 in all other products.

CENSUS OF
BUSINESS

WHOLESALE DISTRIBUTION: 1935
CITY OF CHICAGO, ILLINOIS
TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
TOTALS, 1935:	6,462	$3,269,729	$297,664	3,435	1/ 83,349	1/ $154,706	1/ $152,710	1/ $1,996	2/ $159,244
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	3,999	1,092,008	151,467	2,438	50,339	83,407	82,064	1,343	102,971
MANUFACTURERS' SALES BRANCHES (With stocks)	696	657,260	84,468	21	20,379	41,983	41,706	277	49,536
MANUFACTURERS' SALES OFFICES (Without stocks)	398	481,902	28,350	8	5,465	13,667	13,622	45	--
BULK TANK STATIONS (PETROLEUM)	76	72,631	9,950	5	1/	1/	1/	1/	2,404
AGENTS AND BROKERS	1,273	914,446	21,907	958	5,046	11,088	10,793	295	4,275
ASSEMBLERS	20	51,482	1,522	5	379	810	785	25	58
BY KINDS OF BUSINESS:									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	3,999	1,092,008	151,467	2,438	50,339	83,407	82,064	1,343	102,971
Amusement and Sporting Goods	49	5,595	1,328	26	385	708	678	30	632
Automotive	247	44,112	7,500	115	2,563	4,468	4,412	56	5,078
Beer, Wines and Liquors	199	44,230	4,823	139	1,848	2,604	2,554	50	4,434
Chemicals and Paints	87	12,751	2,381	24	597	1,253	1,244	9	1,242
Clothing and furnishings	260	35,146	5,328	193	1,502	2,670	2,626	44	3,585
Coal and Coke	47	33,672	2,924	11	603	1,409	1,370	39	369
Drugs (full line)	10	19,515	2,385	--	763	1,179	1,178	1	2,419
Drugs and Drug Sundries (specialty lines)	96	13,334	2,726	61	714	1,237	1,228	9	1,749
Dry Goods (full line)	3	71,996	10,756	90	4,275	6,087	6,057	30	10,860
Dry Goods (specialty lines)	149								
Electrical Goods	138	34,937	6,420	52	1,993	3,499	3,445	54	3,532
Farm Products - raw materials	53	66,743	3,647	23	989	2,109	2,094	15	4,789
Farm Products - consumer goods	433	159,081	13,973	376	3,996	7,680	7,515	165	3,628
Farm Supplies	23	8,773	1,875	11	629	811	790	21	1,224
Furniture and House Furnishings	152	17,795	2,966	88	1,029	1,710	1,663	47	2,453
General Merchandise	14	19,571	3,337	3	1,326	1,782	1,746	36	2,930
Groceries (full line)	44	73,111	9,706	16	3,790	6,052	6,036	16	9,266
Groceries and Foods (specialty lines)	527	122,770	15,589	391	5,154	8,237	8,079	158	6,895
Hardware	51	18,193	3,305	24	1,343	1,604	1,578	26	3,736
Jewelry and Optical Goods	107	19,139	3,963	53	1,350	2,240	2,212	28	4,483
Lumber and Construction Materials	148	33,565	5,873	47	1,621	3,072	2,925	147	3,902
Machinery, Equipment and Supplies	377	61,586	16,559	194	5,160	8,749	8,635	114	10,051
Metals and Metal Work (except scrap)	46	14,148	2,674	13	892	1,734	1,711	23	2,388
Paper and Its Products	155	39,197	6,666	86	1,926	3,922	3,863	59	4,145
Petroleum and Its Products	25	3,468	539	9	172	319	312	7	111
Plumbing and Heating Equipment and Spls.	88	12,215	2,693	40	904	1,665	1,635	30	2,446
Tobacco and Its Products (except leaf)	65	35,856	1,499	57	556	871	864	7	2,467
Waste Materials	190	34,409	4,520	144	2,261	2,594	2,540	54	1,373
All Other Products	216	37,100	5,512	152	1,998	3,142	3,074	68	2,784
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	696	657,260	84,468	21	20,379	41,983	41,706	277	49,536
Automotive	35	62,492	4,367	--	1,199	2,456	2,447	9	4,803
Beer, Wines and Liquors	19	39,293	4,191	--	697	1,426	1,424	2	1,031
Dry Goods (specialty lines)	22	8,785	735	--	225	478	478	--	570
Farm Products - consumer goods	5	4,492	1,469	--	314	770	770	--	118
Groceries and Foods (specialty lines)	96	190,348	14,048	1	3,507	6,612	6,540	72	7,014
Hardware	9	2,766	395	--	119	225	225	--	218
Jewelry and Optical Goods	16	8,620	1,312	--	356	708	707	1	792
Lumber and Construction Materials	19	21,432	3,822	--	852	2,126	2,056	70	1,506
Machinery, Equipment and Supplies	164	70,652	15,645	2	4,054	8,518	8,475	43	8,213
Plumbing and Heating Equipment and Spls.	28	9,435	1,836	2	650	930	925	5	1,187
All Other	283	238,945	36,648	16	8,406	17,734	17,659	75	24,084

(continued on next page)

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* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF
BUSINESS

WHOLESALE DISTRIBUTION: 1935
CITY OF CHICAGO, ILLINOIS

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time): Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	398	$481,902	$28,350	8	5,465	$13,667	$13,622	$45	--
Amusement and Sporting Goods	4	5,093	679	--	217	359	359	--	--
Automotive equipment	4	1,399	148	--	30	84	84	--	--
Clothing and Furnishings	17	4,475	190	2	46	125	125	--	--
Drugs and Drug Sundries (specialty lines)	5	506	34	2	7	13	13	--	--
Dry Goods (specialty lines)	20	10,009	341	--	78	250	250	--	--
Furniture and House Furnishings	22	15,808	1,199	1	131	368	368	--	--
Groceries and Foods (specialty lines)	11	35,523	3,126	--	442	848	847	1	--
Hardware (specialty lines)	6	3,136	238	1	71	133	133	--	--
Jewelry and Optical Goods	11	929	77	1	17	59	59	--	--
Lumber and Construction Materials	28	32,994	4,184	--	1,015	2,344	2,329	15	--
Machinery, Equipment and Supplies	110	91,080	4,501	--	904	2,614	2,608	6	--
Paper and Its Products	25	18,803	1,009	--	200	562	562	--	--
Plumbing and Heating Equipment and Spls.	15	2,130	356	1	94	188	182	6	--
All Other 3/	120	260,017	12,268	--	2,213	5,720	5,703	17	--
BULK TANK STATIONS									
Petroleum and Its Products	76	72,631	9,950	5	1/	1/	1/	1/	$2,404
AGENTS AND BROKERS	1,273	914,446	21,907	958	5,046	11,088	10,793	295	4,275
Automotive	24	5,464	336	20	102	161	154	7	9
Beer, Wines and Liquors	6	862	57	4	19	39	39	--	--
Chemicals and Paints	28	4,145	310	19	81	172	161	11	8
Clothing and Furnishings	99	16,525	499	104	157	201	189	12	63
Coal and Coke	31	31,681	2,554	--	388	1,057	1,033	24	455
Drugs and Drug Sundries (specialty lines)	16	2,640	160	11	84	107	105	2	2
Dry Goods (specialty lines)	91	55,238	1,077	62	202	478	472	6	365
Farm Products - raw materials	104	321,016	2,597	106	733	1,513	1,470	43	259
Farm Products - consumer goods	126	125,353	4,085	102	948	2,100	2,043	57	1,136
Furniture and House Furnishings	50	9,933	495	45	123	304	295	9	74
General Merchandise	4	2,006	63	3	20	45	45	--	--
Groceries (full line)	1	193,128	2,242	76	497	1,084	1,078	6	842
Groceries and Foods (specialty lines)	106								
Hardware	25	2,145	196	21	49	99	99	--	20
Jewelry and Optical Goods	12	1,530	100	11	23	45	45	--	4
Machinery, Equipment and Supplies	220	24,655	3,178	128	673	1,568	1,512	56	372
Paper and Its Products	28	7,059	265	23	67	155	153	2	--
Petroleum and Its Products	10	7,901	360	3	57	165	161	4	3
All Other	292	103,165	3,333	220	823	1,795	1,739	56	663
ASSEMBLERS	20	51,482	1,522	5	379	810	785	25	58
Farm Products - raw materials	6	37,899	881	3	179	466	445	21	18
Farm Products - consumer goods	10	13,190	602	--	187	328	325	3	33
All Other 4/	4	393	39	2	13	16	15	1	7

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* Includes no compensation for proprietors and firm members of unincorporated businesses.

1/ Does not include employment and pay roll for commission bulk tank stations. (See text).

2/ Includes stocks not owned but held on consignment valued at $4,668,000.

3/ Includes 3 establishments dealing in beer, wines and liquors; 22 in chemicals and paints; 17 in electrical goods; 1 in farm products - consumer goods; 1 in farm supplies; 39 in metals and metal work (except scrap); 2 in petroleum and its products; 3 in tobacco and its products (except leaf); and 32 in all other products.

4/ Includes 3 establishments dealing in groceries and foods (specialty lines) and 1 in all other products.

CENSUS OF
BUSINESS

WHOLESALE DISTRIBUTION: 1935
CITIES OF SAN FRANCISCO AND LOS ANGELES, CALIFORNIA (COMBINED)

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
TOTALS, 1935:	6,917	$2,089,325	$235,554	5,168	1/ 64,183	1/ $108,979	1/ $106,522	1/ $2,457	2/ $178,871
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	4,308	927,586	125,338	3,776	40,483	65,339	63,889	1,450	116,960
MANUFACTURERS' SALES BRANCHES (With stocks)	759	487,039	63,493	37	13,257	26,241	25,890	351	50,174
MANUFACTURERS' SALES OFFICES (Without stocks)	247	185,299	13,858	8	1,863	4,225	4,155	70	--
BULK TANK STATIONS (PETROLEUM)	84	65,332	9,429	9	1/	1/	1/	1/	2,626
AGENTS AND BROKERS	1,391	345,796	13,577	1,208	3,598	6,665	6,500	165	8,213
ASSEMBLERS	128	78,273	9,859	130	3,257	3,034	2,630	404	898
BY KINDS OF BUSINESS:									
FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS	4,308	927,586	125,338	3,776	40,483	65,339	63,889	1,450	116,960
Amusement and Sporting Goods	106	16,287	1,972	66	658	1,156	1,133	23	2,403
Automotive	280	68,292	9,295	218	3,397	5,437	5,305	132	7,797
Beer, Wines and Liquors	228	39,856	5,284	159	1,771	2,602	2,532	70	3,804
Chemicals and Paints	85	11,118	1,947	67	615	993	966	27	1,656
Clothing and Furnishings	239	28,562	3,732	230	1,156	1,948	1,892	56	3,813
Coal and Coke	10	990	150	10	88	118	112	6	116
Drugs (full line)	9	28,668	4,220	2	1,558	2,198	2,194	4	5,284
Drugs and Drug Sundries (specialty lines)	103	7,825	1,773	81	506	870	852	18	1,107
Dry Goods (full line)	8	6,534	932	6	298	526	517	9	1,401
Dry Goods (specialty lines)	148	22,554	2,758	114	834	1,464	1,427	37	3,677
Electrical Goods	155	41,422	6,467	92	2,142	3,568	3,530	38	5,134
Farm Products - raw materials	68	56,423	3,591	53	522	1,041	1,008	33	7,860
Farm Products - consumer goods	541	98,436	11,729	625	3,878	5,982	5,746	236	1,840
Farm Supplies	35	18,392	2,202	18	658	1,007	990	17	2,198
Furniture and House Furnishings	159	15,932	2,767	143	986	1,396	1,362	34	3,474
General Merchandise	21	31,646	2,654	8	791	1,352	1,347	5	2,414
Groceries (full line)	84	66,054	5,414	51	1,956	3,298	3,286	12	8,292
Groceries and Foods (specialty lines)	527	118,723	16,395	692	5,123	8,472	8,309	163	10,014
Hardware	52	24,178	4,501	37	1,750	2,644	2,622	22	8,468
Jewelry and Optical Goods	125	15,126	2,859	105	904	1,502	1,464	38	3,212
Lumber and Construction Materials	119	30,075	4,982	76	1,492	2,659	2,571	88	4,904
Machinery, Equipment and Supplies	442	62,554	13,086	247	4,278	7,414	7,199	215	13,291
Metals and Metal Work (except scrap)	56	9,806	1,628	26	574	983	948	35	1,951
Paper and Its Products	88	15,350	3,143	65	1,182	2,040	2,022	18	3,496
Petroleum and Its Products	22	4,064	621	15	159	312	310	2	817
Plumbing and Heating Equipment and Spls.	66	9,299	1,749	35	619	1,034	1,024	10	2,146
Tobacco and Its Products (except leaf)	45	49,943	4,880	31	468	809	808	1	3,347
Waste Materials	93	10,142	1,551	86	791	823	789	34	807
All Other	394	19,335	3,056	418	1,329	1,691	1,624	67	2,237
MANUFACTURERS' SALES BRANCHES (WITH STOCKS)	759	487,039	63,493	37	13,257	26,241	25,890	351	50,174
Amusement and Sporting Goods	21	10,406	1,564	--	483	759	754	5	1,549
Automotive	52	55,596	4,616	1	1,249	2,412	2,398	14	4,112
Beer, Wines and Liquors	37	30,315	4,133	--	694	1,489	1,464	25	2,670
Chemicals and Paints	38	14,699	3,290	2	880	1,745	1,719	26	2,365
Clothing and Furnishings	51	17,842	2,228	12	579	1,325	1,312	13	2,703
Drugs and Drug Sundries (specialty lines)	29	8,017	1,857	--	395	966	965	1	923
Dry Goods (specialty lines)	31	8,135	775	3	217	471	470	1	1,615
Electrical Goods	36	18,435	2,102	5	527	1,171	1,170	1	1,984
Farm Products - consumer goods	4	677	207	--	40	75	75	--	38
Furniture and House Furnishings	18	4,608	584	3	157	282	276	6	870
Groceries and Foods (specialty lines)	78	167,926	20,368	2	2,735	5,452	5,320	132	12,048
Hardware	8	775	154	--	55	90	89	1	136
Jewelry and Optical Goods	14	3,134	747	--	171	397	397	--	539
Lumber and Construction Materials	22	5,725	928	--	251	495	493	2	457

(continued on next page)

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* Includes no compensation for proprietors and firm members of unincorporated businesses.

CENSUS OF
BUSINESS

WHOLESALE DISTRIBUTION: 1935

CITIES OF SAN FRANCISCO AND LOS ANGELES, CALIFORNIA (COMBINED)

TABLE 1.--SALES, EXPENSES, PERSONNEL, PAY ROLL AND STOCKS BY TYPES OF OPERATION AND KINDS OF BUSINESS

Type of Operation Kind of Business	Number of establishments	Net sales (add 000)	Operating expenses (including pay roll) (add 000)	Active proprietors and firm members	Employees (full-time and part-time). Avg. for year	Pay Roll* (add 000)			Stocks on hand, end of year (add 000)
						Total	Full-time	Part-time	
MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (continued)									
Machinery, Equipment and Supplies	198	$33,838	$7,699	--	2,390	$4,565	$4,487	$78	$7,432
Metals and Metal Work (except scrap)	31	36,222	2,749	--	726	1,419	1,405	14	4,282
Paper and Its Products	27	13,900	2,108	2	678	1,227	1,220	7	2,388
Petroleum and Its Products	4	1,865	575	--	134	298	296	2	270
Plumbing and Heating Equipment and Spls.	23	7,133	1,305	4	439	661	643	18	1,474
Tobacco and Its Products (except leaf)	6	40,021	4,625	2	226	472	472	--	1,387
All other	31	7,770	879	1	231	470	465	5	938
MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)	247	185,299	13,858	8	1,863	4,225	4,155	70	--
Amusement and Sporting Goods	8	7,105	816	--	273	444	444	--	--
Beer, Wines and Liquors	4	3,454	485	--	57	139	139	--	--
Chemicals and Paints	12	8,841	851	--	91	242	242	--	--
Clothing and Furnishings	11	1,974	67	2	11	44	44	--	--
Drugs and Drug Sundries (specialty lines)	5	452	57	2	25	45	45	--	--
Dry Goods (specialty lines)	14	2,369	109	1	33	75	75	--	--
Electrical Goods	13	2,537	236	--	58	121	121	--	--
Furniture and House Furnishings	13	3,899	320	3	47	127	127	--	--
Groceries and Foods (specialty lines)	11	32,662	4,277	--	230	448	448	--	--
Jewelry and Optical Goods	7	292	25	--	10	21	21	--	--
Lumber and Construction Materials	19	8,348	648	--	171	362	362	--	--
Machinery, Equipment and Supplies	49	51,175	1,105	--	265	698	695	3	--
Metals and Metal Work (except scrap)	22	29,427	1,277	--	217	575	575	--	--
Paper and Its Products	22	19,245	2,336	--	99	325	263	62	--
Plumbing and Heating Equipment and Spls.	7	241	72	--	18	34	30	4	--
All other 3/	30	13,278	1,177	--	258	525	524	1	--
BULK TANK STATIONS									
Petroleum and Its Products	84	65,332	9,429	9	1/	1/	1/	1/	2,626
AGENTS AND BROKERS	1,391	345,796	13,577	1,208	3,598	6,665	6,500	165	8,213
Amusement and Sporting Goods	32	4,083	430	31	91	151	145	6	41
Automotive	54	4,715	334	46	108	169	162	7	282
Beer, Wines and Liquors	16	2,271	99	15	35	55	54	1	122
Chemicals and Paints	39	6,095	232	31	61	117	115	2	245
Clothing and Furnishings	143	15,572	500	144	100	165	162	3	164
Coal and Coke	3	72	11	2	3	4	4	--	--
Drugs and Drug Sundries (specialty lines)	27	3,476	206	23	103	126	124	2	104
Dry Goods (full line)	1	21,324	480	130	140	212	208	4	574
Dry Goods (specialty lines)	132								
Electrical Goods	89	5,376	441	72	180	247	235	12	574
Farm Products - raw materials	33	15,486	330	28	57	136	133	3	984
Farm Products - consumer goods	92	48,936	2,636	78	653	1,266	1,245	21	520
Farm Supplies	14	8,734	225	10	62	126	120	6	35
Furniture and House Furnishings	75	13,107	626	64	193	348	333	15	893
General Merchandise	9	2,388	132	8	33	72	72	--	12
Groceries (full line)	1	128,779	2,881	125	701	1,481	1,464	17	1,782
Groceries and Foods (specialty lines)	151								
Hardware	53	4,065	247	46	95	136	126	10	53
Jewelry and Optical Goods	35	1,649	106	34	24	51	51	--	137
Lumber and Construction Materials	43	8,435	602	33	116	227	222	5	316
Machinery, Equipment and Supplies	194	15,059	1,605	165	452	888	863	25	898
Metals and Metal Work (except scrap)	21	2,554	115	15	42	67	65	2	113
Paper and Its Products	24	3,287	377	23	71	131	122	9	37
Petroleum and Its Products	11	6,784	179	6	48	98	98	--	1
Plumbing and Heating Equipment and Spls.	37	2,889	375	30	103	197	193	4	267
All other 4/	62	20,660	408	49	127	195	184	11	59
ASSEMBLERS	128	78,273	9,859	130	3,257	3,034	2,630	404	898
Farm Products - raw materials	3	5,743	33	1	9	17	17	--	--
Farm Products - consumer goods	69	52,011	8,213	76	2,830	2,497	2,226	271	683
Farm Supplies	3	320	46	2	15	24	20	4	8
Groceries and Foods (specialty lines)	9	19,914	1,473	4	311	441	314	127	206
All other	44	285	94	47	92	55	53	2	1

* Includes no compensation for proprietors and firm members of unincorporated businesses.

1/ Inasmuch as it was impracticable to obtain employment and pay roll for commission bulk tank stations, these data are not included.

2/ Includes stocks not owned but held on consignment valued at $12,101,000.

3/ Includes 2 establishments dealing in automotive products; 1 in farm products - consumer goods; 2 in hardware; 2 in petroleum and its products; 2 in tobacco and its products (except leaf); and 21 in all other products.

4/ Includes 2 establishments dealing in waste materials and 60 in all other products.

TABLE 8

COMMODITY SALES

In the following pages Table 8 is presented for the United States as a whole, for the Cities of New York and Chicago and a tabulation for Los Angeles and San Francisco combined. A complete list of the commodities for which data are shown separately is given below. The numbers which appear to the left of the major commodities are also used in the table for convenience in locating a particular item.

FOOD AND RELATED PRODUCTS

1. Bakery products

2. Beer and other malt liquors

3. Butter and cheese

4. Canned foods
    - Canned fruits
    - Canned vegetables
    - Canned fish and sea foods
    - Canned meats
    - Canned milk
    - Other

5. Coffee
    - Green
    - Roasted

6. Confectionery and ice cream
    - Candy
    - Chewing gum
    - Ice cream and ices
    - Other

7. Dairy and poultry products (except butter and cheese)
    - Eggs
    - Milk and cream, fluid
    - Poultry
    - Other

8. Fish and sea foods
    - Fresh fish
    - Cured and processed fish
    - Frozen fish
    - Other

9. Flour

10. Fruits and vegetables
    - Fresh fruits
    - Fresh vegetables

11. Groceries (except as listed)
    - Cereal preparations
    - Extracts and spices
    - Lard substitutes and cooking fats
    - Nuts (all kinds)
    - Butter substitutes
    - Pickles, preserves, and sauces
    - Rice
    - Teas
    - Other

12. Meats and meat products
    - Lard
    - Meats, fresh
    - Meats, cured or smoked
    - Other

13. Soft drinks

14. Sugar

15. Wines and liquors
    - Liquors
    - Wines

16. Other food and related products

FARM PRODUCTS - RAW MATERIALS

17. Cotton, raw

18. Feed
    - Hay, straw, and alfalfa
    - Mixed and other

FARM PRODUCTS - RAW MATERIALS (continued)

19. Grains
    - Corn
    - Wheat
    - Other

20. Hides, skins, and raw furs

21. Livestock
    - Cattle (including calves)
    - Hogs
    - Horses and mules
    - Sheep and lambs
    - Other

22. Seeds

23. Silk, raw

24. Tobacco, leaf

25. Wool, raw

26. Other farm products

CLOTHING, DRY GOODS, AND TEXTILES

27. Clothing and furnishings, men's and boys'
    - Hats and caps
    - Furnishings (except shoes)
    - Suits and overcoats
    - Work clothing

28. Clothing and accessories, women's and children's
    - Girls' wear
    - Infants' wear
    - Dresses
    - Hosiery
    - Millinery
    - Underwear, negligees, etc.
    - Suits and coats (except fur)
    - Other (except shoes and furs)

29. Furs and fur clothing

30. Notions

31. Piece goods
    - Cottons
    - Jute fabrics
    - Linens
    - Rayons
    - Silks and velvets
    - Woolens and worsteds
    - Domestics
    - Curtains, draperies, upholsteries
    - Other

32. Shoes and other footwear
    - Men's and boys' leather
    - Men's and boys' rubber
    - Women's and children's leather
    - Women's and children's rubber
    - Infants'
    - Other

33. Yarns
    - Cotton yarns
    - Rayon yarns
    - Silk yarns
    - Woolen and worsted yarns
    - Other

34. Textile products (except as listed)

AUTOMOBILES AND AUTOMOTIVE EQUIPMENT

35. Automobiles and motor vehicles
    - Automobiles, passenger
    - Commercial vehicles
    - Tractors
    - Motorcycles

36. Automotive parts and accessories
    - Batteries
    - Tires and tubes
    - Other equipment

CHEMICALS, DRUGS, AND RELATED PRODUCTS

37. Drugs and drug sundries
    - Druggists' rubber goods
    - Drugs, chemicals, pharmaceuticals
    - Proprietary medicines
    - Drug sundries (except soap)

38. Chemicals, industrial and heavy

39. Oils, animal and vegetable

40. Paints and varnishes

41. Soaps and toiletries
    - Toilet articles
    - Toilet preparations, except soaps
    - Toilet soaps
    - Other soaps

42. Other chemicals

ELECTRICAL COMMODITIES

43. Wiring supplies and electrical construction materials
    - Interior
    - Outside
    - Lighting fixtures
    - Incandescent lamps

44. Electrical apparatus and equipment

45. Radios, appliances, specialties
    - Radios and accessories
    - Electric refrigerators
    - Other electrical appliances

FURNITURE AND HOUSE FURNISHINGS

46. China, glassware, and crockery

47. Furniture, wooden and metal
    - Household
    - Office and store

48. House furnishings
    - Carpets and rugs
    - Other floor coverings
    - House furnishings (except as listed)

49. Musical instruments, accessories

HARDWARE AND KINDRED PRODUCTS

50. Hardware
    - Builders' hardware
    - Heavy hardware
    - Shelf or light hardware
    - Tools and cutlery
    - Wire screening
    - Other

51. Plumbing, heating, air-conditioning
    - Air-conditioning equipment
    - Gas appliances and supplies

TABLE 8

HARDWARE AND KINDRED PRODUCTS (continued)

Plumbing, heating, air-conditioning (continued)
- Oil burners
- Fittings, valves, brass goods
- Plumbing fixtures
- Stoves, ranges, furnaces (except gas and electric)

52. Sporting goods

53. Toys and games

MACHINERY, EQUIPMENT, AND SUPPLIES

54. Barber and beauty-parlor equipment

55. Farm machinery and garden equipment

56. Industrial equipment and supplies (except electrical and railroad)
    - Belting, mechanical rubber goods, etc.
    - Power transmission equipment
    - Materials-handling equipment
    - Metal-working tools
    - Rope, cordage, and twine
    - Other

57. Industrial machinery (non-electrical)
    - Construction machinery
    - Machine tools (power driven)
    - Mine, quarry, pump machinery
    - Oil well and refining machinery
    - Power plant machinery (except electrical)
    - Textile machinery
    - Other

58. Office and store machines and equipment
    - Office machines and equipment
    - Store fixtures and equipment

59. Railroad equipment and supplies

60. Surgical, dental, hospital equipment

METALS AND METAL WORK

61. Aluminum, bars, wire, etc.

62. Building metal work

63. Copper

64. Iron and steel (except scrap)
    - Iron and steel pipe
    - Seamless steel tubing

METALS AND METAL WORK (continued)

Iron and steel (except scrap) (continued)
- Pig iron
- Rough castings and forgings
- Steel sheet
- Structural iron and steel
- Wire fencing
- Wire and wire rope or cable
- Other rolled iron and steel

65. Lead (metallic) and zinc

66. Metallic ores

67. Scrap iron and steel

68. Sheet-metal work - combined with 62

69. Nonferrous metals (except as listed)

NONMETALLIC MINERALS AND THEIR PRODUCTS

70. Brick, tile, and terra cotta

71. Building stone, slate, concrete

72. Cement, lime, plaster, stucco

73. Coal and coke
    - Anthracite
    - Bituminous
    - Coke

74. Crude nonmetallic minerals (except as listed)

75. Glass (sheet and containers)
    - Sheet glass
    - Glass containers

76. Petroleum and its products
    - Crude oil
    - Gasoline and naphthas
    - Fuel and gas oils
    - Kerosene
    - Lubricants, automotive
    - Lubricants (except automotive)
    - Other petroleum products

77. Sand, gravel, crushed stone

WOOD, PAPER, AND THEIR PRODUCTS

78. Books, magazines, sheet music, etc.

79. Logs, ties, pulpwood

WOOD, PAPER, AND THEIR PRODUCTS (continued)

80. Lumber

81. Paper goods (boxes, bags, cups, etc.)

82. Paper (printing, board, etc.)
    - Cardboard and paper board
    - Uncoated book, newsprint
    - Wall paper

83. Stationery and supplies

84. Woodwork and wood products

COMMODITIES NOT GROUPED ELSEWHERE

85. Aircraft and parts
    - Heavier than air
    - Lighter than air
    - Equipment and supplies

86. Boats

87. Building materials (except as listed)

88. Cameras and supplies

89. Tobacco products
    - Cigars
    - Cigarettes
    - Other tobacco products

90. Fertilizer and fertilizer materials

91. Jewelry, silverware, etc.
    - Clocks and watches
    - Jewelry
    - Precious stones and metals
    - Silverware and plated ware

92. Junk and scrap (except iron)

93. Leather and cut stock

94. Luggage, harness, etc.

95. Motion picture film rentals

96. Optical goods

97. Rubber, crude

98. Second-hand merchandise

99. Miscellaneous commodities

100. Service and other receipts

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 8.-- COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Per-cent 2/
	FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS					
	AMUSEMENT AND SPORTING GOODS TRADE (Commodity coverage, 91.8%)	950			$107,419	100.0
27	Clothing and furnishings, men's and boys'	22	$4,536	6.5	294	.3
36	Automotive parts and accessories	9	3,619	3.0	110	.1
43	Wiring supplies and electrical construction materials	8	3,305	3.5	116	.1
45	Radios, appliances, specialties	35	6,761	11.2	757	.7
46	China, glassware, and crockery	20	3,228	24.1	779	.7
48	House furnishings	15	686	29.3	201	.2
50	Hardware	20	4,551	18.2	828	.8
52	Sporting goods	215	24,711	81.8	20,210	18.8
53	Toys and games	281	28,878	72.7	21,004	19.6
58	Office and store machines and equipment	12	898	41.8	375	.3
60	Surgical, dental, hospital equipment	3	1,126	24.7	278	.3
78	Books, magazines, sheet music, etc	13	875	22.9	200	.2
83	Stationery and supplies	33	2,843	27.4	780	.7
88	Cameras and supplies	64	15,365	74.3	11,411	10.6
91	Jewelry, silverware, etc.	20	4,041	4.9	200	.2
95	Motion picture film rentals	158	29,349	97.4	28,584	26.6
	All other commodities	--	--	--	21,292	19.8
	AUTOMOTIVE TRADE (Commodity coverage, 95.2%)	5,416			743,303	100.0
35	Automobiles and motor vehicles	422	367,965	91.2	335,764	45.2
	Automobiles, passanger	284	287,886	88.4	254,479	--
	Commercial vehicles	115	82,624	15.5	12,775	--
	Tractors	39	12,620	56.2	7,089	--
	Motorcycles	4	1,028	7.7	79	--
	Amount not itemized	--	--	--	61,342	--
36	Automotive parts and accessories	5,243	679,765	52.2	354,598	47.7
	Batteries	1,980	219,924	7.4	16,200	--
	Tires and tubes	1,480	224,071	25.0	55,972	--
	Other equipment	3,843	512,374	40.7	208,755	--
	Amount not itemized	--	--	--	73,671	--
40	Paints and varnishes	213	20,721	7.8	1,619	.2
43	Wiring supplies and electrical construction materials	166	20,315	12.4	2,526	.4
44	Electrical apparatus and equipment	54	38,539	8.0	3,098	.4
45	Radios, appliances, specialties	376	79,403	20.1	15,979	2.2
50	Hardware	147	18,361	20.2	3,717	.5
52	Sporting goods	124	20,111	12.1	2,437	.3
56	Industrial equipment and supplies (except electrical and railroad)	69	8,175	15.5	1,271	.2
57	Industrial machinery (non-electrical)	29	5,177	19.3	999	.1
76	Petroleum and its products	337	73,456	4.3	3,171	.4
	Service and other receipts	--	--	--	15,190	2.0
	All other commodities	--	--	--	2,934	.4
	BEER, WINES AND LIQUORS TRADE (Commodity coverage, 94.4%)	5,177			659,293	100.0
1	Bakery products	21	5,610	15.4	862	.1
2	Beer and other malt liquors	4,057	339,319	73.2	248,503	37.7
4	Canned foods	36	13,607	7.8	1,060	.2
5	Coffee	15	9,181	12.5	1,145	.2
6	Confectionery and ice cream	113	27,696	8.3	2,303	.3
7	Dairy and poultry products (except butter and cheese)	34	13,185	7.6	1,002	.1
10	Fruits and vegetables	52	17,229	21.6	3,725	.6
11	Groceries (except as listed)	65	26,068	10.6	2,775	.4
12	Meats and meat products	21	9,974	15.4	1,536	.2
13	Soft drinks	772	84,237	13.5	11,363	1.7
14	Sugar	30	14,084	45.4	6,392	1.0
15	Wines and liquors	1,653	1,026,875	35.7	366,413	55.6
	Liquors	907	276,386	78.5	216,864	--
	Wines	1,009	233,625	19.4	45,345	--
	Amount not itemized	--	--	--	104,204	--
16	Other food and related products	34	10,187	11.3	1,155	.2
37	Drugs and drug sundries	18	12,713	9.1	1,155	.2
89	Tobacco products	58	21,907	18.7	4,087	.6
	Service and other receipts	--	--	--	29	--
	All other commodities	--	--	--	5,788	.9
	CHEMICALS AND PAINTS TRADE (Commodity coverage, 89.4%)	1,277			245,986	100.0
36	Automotive parts and accessories	15	2,647	11.4	302	.1
37	Drugs and drug sundries	16	6,414	27.4	1,755	.7
	CHEMICALS AND PAINTS TRADE (continued)					
38	Chemicals, industrial and heavy	237	$91,792	85.0	$78,001	31.7
39	Oils, animal and vegetable	117	24,007	18.5	4,446	1.8
40	Paints and varnishes	721	65,738	68.1	44,749	18.2
41	Soaps and toiletries	32	6,242	16.8	1,048	.4
42	Other chemicals	379	108,595	87.9	95,413	38.8
45	Radios, appliances, specialties	3	1,225	21.4	262	.1
48	House furnishings	32	4,656	16.1	750	.3
50	Hardware	96	9,888	9.5	944	.4
56	Industrial equipment and supplies (except electrical and railroad)	28	8,622	15.0	1,294	.5
69	Nonferrous metals (except as listed)	3	2,135	34.6	738	.3
74	Crude nonmetallic minerals (except as listed)	6	2,156	11.9	257	.1
75	Glass (sheet and containers)	109	16,626	17.7	2,940	1.2
76	Petroleum and its products	33	9,819	16.1	1,583	.7
82	Paper (printing, board, etc.)	222	18,476	17.7	3,274	1.3
87	Building materials (except as listed)	25	4,457	15.5	692	.3
90	Fertilizer and fertilizer materials	4	2,363	31.2	738	.3
	Service and other receipts	--	--	--	1,281	.5
	All other commodities	--	--	--	5,519	2.3
	CLOTHING AND FURNISHINGS TRADE (Commodity coverage, 95.0%)	3,705			616,481	100.0
27	Clothing and furnishings, men's and boys'	1,297	154,302	84.1	129,776	21.1
	Hats and caps	253	25,285	68.9	17,428	--
	Furnishings (except shoes)	664	82,421	65.3	53,837	--
	Suits and overcoats	316	37,489	78.7	29,506	--
	Work clothing	185	29,321	55.8	16,349	--
	Amount not itemized	--	--	--	12,656	--
28	Clothing and accessories, women's and children's	1,924	345,240	92.6	319,703	51.9
	Girls' wear	122	19,688	40.0	7,873	--
	Infants' wear	142	21,207	44.6	9,456	--
	Dresses	509	110,287	79.8	88,021	--
	Hosiery	446	79,889	60.3	48,200	--
	Millinery	394	47,970	90.8	43,533	--
	Underwear, negligees, etc.	298	56,520	41.6	23,492	--
	Suits and coats (except fur)	228	49,038	60.5	29,655	--
	Other (except shoes and furs)	367	77,577	61.9	48,001	--
	Amount not itemized	--	--	--	21,472	--
29	Furs and fur clothing	282	35,398	92.2	32,648	5.3
30	Notions	71	7,100	22.2	1,577	.2
31	Piece goods	74	22,778	11.1	2,537	.4
32	Shoes and other footwear	513	125,357	95.9	120,173	19.5
	Men's and boys' leather	236	60,683	39.2	23,761	--
	Men's and boys' rubber	108	45,238	9.4	4,271	--
	Women's and children's leather	271	85,876	70.3	60,384	--
	Women's and children's rubber	79	42,491	5.4	2,289	--
	Infants'	62	35,934	8.7	3,140	--
	Other	52	13,424	17.0	2,279	--
	Amount not itemized	--	--	--	24,049	--
33	Yarns	11	1,860	38.2	711	.1
34	Textile products (except as listed)	44	15,470	24.2	3,739	.6
94	Luggage, harness, etc.	9	1,395	73.3	1,022	.2
98	Second-hand merchandise	93	2,863	92.1	2,637	.4
	Service and other receipts	--	--	--	805	.1
	All other commodities	--	--	--	1,153	.2
	COAL AND COKE TRADE (Commodity coverage, 96.3%)	720			355,023	100.0
64	Iron and steel (except scrap)	5	3,107	16.7	520	.2
70	Brick, tile, and terra cotta	15	3,825	11.2	427	.1
72	Cement, lime, plaster, stucco	14	4,200	8.9	374	.1
73	Coal and coke	720	355,023	97.3	345,565	97.3
	Anthracite	262	159,358	40.0	63,749	--
	Bituminous	417	227,867	75.4	171,787	--
	Coke	173	120,210	15.2	18,235	--
	Amount not itemized	--	--	--	91,794	--
76	Petroleum and its products	29	16,794	16.5	2,777	.8
84	Woodwork and wood products	23	5,526	11.6	643	.2
	Service and other receipts	--	--	--	2,191	.6
	All other commodities	--	--	--	2,526	.7

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity.

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Per cent 2/
	FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)					
	DRUGS (FULL LINE) TRADE (Commodity coverage, 72.4%)	201			$234,515	100.0
2	Beer and other malt liquors	3	$4,988	4.9	244	.1
6	Confectionery and ice cream	47	49,956	4.7	2,336	1.0
15	Wines and liquors	85	143,279	18.5	26,531	11.3
	Liquors	21	22,106	11.4	2,529	--
	Wines	15	19,625	1.7	331	--
	Amount not itemized	--	--	--	23,671	--
37	Drugs and drug sundries*	201	234,515	80.3	188,289	80.3
	Druggists' rubber goods	87	67,807	2.7	1,842	--
	Drugs, chemicals, pharmaceuticals	94	70,021	22.3	15,625	--
	Proprietary medicines	94	70,021	37.2	26,070	--
	Drug sundries (except soap)	71	57,709	14.1	8,162	--
	Toilet articles	71	52,470	4.0	2,098	--
	Toilet preparations (except soaps)	74	53,273	8.6	4,565	--
	Toilet soaps	69	48,516	2.1	1,040	--
	Other soaps	32	21,949	1.7	368	--
	Amount not itemized	--	--	--	128,519	--
38	Chemicals, industrial and heavy	80	97,143	5.4	5,283	2.2
39	Oils, animal and vegetable	52	45,351	2.6	1,183	.5
40	Paints and varnishes	34	28,209	3.7	1,045	.4
45	Radios, appliances, specialties	14	16,209	2.7	435	.2
56	Industrial equipment and supplies (except electrical and railroad)	4	3,729	9.8	365	.2
58	Office and store machines and equipment	35	64,599	.9	606	.3
60	Surgical, dental, hospital equipment	9	14,470	6.1	880	.4
89	Tobacco products	53	76,227	5.2	3,975	1.7
	Service and other receipts	--	--	--	2,132	.9
	All other commodities	--	--	--	1,211	.5
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADE (Commodity coverage, 94.1%)	1,169			116,209	100.0
6	Confectionery and ice cream	20	2,259	12.3	278	.2
11	Groceries (except as listed)	22	1,434	17.2	247	.2
37	Drugs and drug sundries	785	78,617	88.7	69,771	60.0
	Druggists' rubber goods	127	10,162	23.5	2,386	--
	Drugs, chemicals, pharmaceuticals	222	14,123	59.6	8,424	--
	Proprietary medicines	265	27,065	85.4	23,111	--
	Drug sundries (except soap)	279	33,994	65.9	22,408	--
	Amount not itemized	--	--	--	13,442	--
39	Oils, animal and vegetable	11	1,552	14.9	231	.2
41	Soaps and toiletries	519	59,837	65.3	39,059	33.6
	Toilet articles	129	8,180	35.0	2,867	--
	Toilet preparations (except soaps)	385	51,308	62.3	31,950	--
	Toilet soaps	114	9,384	14.3	1,338	--
	Other soaps	53	3,536	19.1	676	--
	Amount not itemized	--	--	--	2,228	--
42	Other chemicals	26	2,031	19.2	390	.4
45	Radios, appliances, specialties	9	1,675	20.8	348	.3
60	Surgical, dental, hospital equipment	9	603	20.6	124	.1
81	Paper goods (boxes, bags, cups, etc.)	7	13,387	27.4	3,672	3.2
83	Stationery and supplies	15	1,771	10.1	179	.2
89	Tobacco products	11	1,934	14.0	270	.2
91	Jewelry, silverware, etc.	4	1,308	18.1	237	.2
	Service and other receipts	--	--	--	352	.3
	All other commodities	--	--	--	1,051	.9
	DRY GOODS (FULL LINE) TRADE (Commodity coverage, 65.4%)	163			173,758	100.0
27	Clothing and furnishings, men's and boys'	149	167,052	17.7	29,574	17.0
	Hats and caps	54	32,840	2.7	894	--
	Furnishings (except shoes)	95	96,672	12.9	12,475	--
	Suits and overcoats	27	36,715	4.5	1,643	--
	Work clothing	97	98,523	9.0	8,849	--
	Amount not itemized	--	--	--	5,713	--
28	Clothing and accessories, women's and children's	153	169,573	21.2	35,945	20.7
	Girls' wear	51	27,339	2.3	635	--
	Infants' wear	56	47,835	1.8	873	--
	Dresses	72	58,764	5.8	3,425	--
	Hosiery	102	68,344	9.0	6,137	--
	Millinery	27	57,636	1.2	680	--
	Underwear, negligees, etc.	87	87,367	6.2	5,429	--
	Suits and coats (except fur)	30	59,752	1.8	1,093	--
	Other (except shoes and furs)	55	50,580	5.4	2,727	--
	Amount not itemized	--	--	--	14,946	--
	DRY GOODS (FULL LINE) TRADE (continued)					
30	Notions	116	$154,439	8.3	$12,811	7.4
31	Piece goods	163	173,758	35.9	62,418	35.9
	Cottons	100	124,228	11.8	14,621	--
	Jute fabrics	7	8,573	.9	74	--
	Linens	49	104,287	2.9	3,066	--
	Rayons	54	30,602	2.2	683	--
	Silks and velvets	37	102,964	3.8	3,931	--
	Woolens and worsteds	31	97,043	2.5	2,417	--
	Domestics	80	93,780	13.0	12,180	--
	Curtains, draperies, upholsteries	53	85,596	5.3	4,572	--
	Other	42	63,419	5.3	3,366	--
	Amount not itemized	--	--	--	17,508	--
32	Shoes and other footwear	45	32,129	6.8	2,169	1.2
33	Yarns	43	81,718	2.8	2,268	1.3
34	Textile products (except as listed)	32	58,485	9.9	5,794	3.3
37	Drugs and drug sundries	7	26,659	3.0	794	.5
41	Soaps and toiletries	21	48,067	2.7	1,286	.7
45	Radios, appliances, specialties	4	5,476	12.4	677	.4
46	China, glassware, and crockery	6	43,851	1.9	848	.5
47	Furniture, wooden and metal	4	56,213	1.8	1,027	.6
48	House furnishings	25	109,536	9.0	9,860	5.7
	Carpets and rugs	11	70,798	6.4	4,560	--
	Other floor coverings	9	62,183	3.0	1,864	--
	House furnishings (except as listed)	4	35,985	2.6	952	--
	Amount not itemized	--	--	--	2,484	--
53	Toys and games	5	23,396	.8	183	.1
83	Stationery and supplies	13	40,949	1.1	457	.3
91	Jewelry, silverware, etc.	10	43,817	.9	374	.2
94	Luggage, harness, etc.	5	46,780	1.1	528	.3
	Service and other receipts	--	--	--	292	.2
	All other commodities	--	--	--	6,453	3.7
	DRY GOODS (SPECIALTY LINES) TRADE (Commodity coverage, 97.8%)	3,091			703,841	100.0
27	Clothing and furnishings, men's and boys'	64	5,230	30.9	1,616	.2
28	Clothing and accessories, women's and children's	97	13,331	21.7	2,899	.4
29	Furs and fur clothing	61	4,096	95.6	3,915	.6
30	Notions	1,010	105,914	88.1	93,310	13.2
31	Piece goods	2,000	602,257	98.4	592,661	84.2
	Cottons	730	249,606	74.6	186,247	--
	Jute fabrics	29	5,732	41.3	2,365	--
	Linens	193	37,063	50.1	18,579	--
	Rayons	489	192,404	62.9	120,948	--
	Silks and velvets	537	167,532	60.8	101,880	--
	Woolens and worsteds	463	101,333	85.6	86,726	--
	Domestics	75	11,390	27.4	3,119	--
	Curtains, draperies, upholsteries	113	31,156	50.6	15,764	--
	Other	96	19,876	47.3	9,394	--
	Amount not itemized	--	--	--	47,639	--
33	Yarns	29	9,570	12.2	1,165	.2
34	Textile products (except as listed)	108	20,586	37.4	7,706	1.1
	Service and other receipts	--	--	--	569	.1
	ELECTRICAL GOODS TRADE (Commodity coverage, 95.0%)	2,269			547,524	100.0
36	Automotive parts and accessories	86	75,844	22.7	17,205	3.2
43	Wiring supplies and electrical construction materials	1,183	268,094	58.1	155,843	28.5
	Interior	827	219,741	32.7	71,785	--
	Outside	419	168,610	11.2	18,864	--
	Lighting fixtures	735	194,461	10.9	21,185	--
	Incandescent lamps	703	200,348	12.6	25,184	--
	Amount not itemized	--	--	--	18,825	--
44	Electrical apparatus and equipment	536	219,146	16.5	36,146	6.6
45	Radios, appliances, specialties	1,608	475,004	67.7	321,431	58.7
	Radios and accessories	1,068	348,363	32.9	114,767	--
	Electrical refrigerators	716	324,875	41.2	133,736	--
	Other electrical appliances	982	306,105	20.1	61,571	--
	Amount not itemized	--	--	--	11,357	--

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

* Including soaps and toiletries

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	ELECTRICAL GOODS TRADE (continued)					
48	House furnishings	21	$4,444	20.9	$927	.2
50	Hardware	23	5,890	13.0	766	.1
51	Plumbing, heating, air-conditioning	90	71,300	7.4	5,265	1.0
56	Industrial equipment and supplies (except electrical and railroad)	21	3,009	24.0	723	.1
	Service and other receipts	--	--	--	5,749	1.0
	All other commodities	--	--	--	3,469	.6
	FARM PRODUCTS - RAW MATERIALS TRADE (Commodity coverage, 96.6%)	2,047			1,508,746	100.0
5	Coffee	9	11,826	16.5	1,952	.1
9	Flour	65	14,920	14.7	2,187	.1
14	Sugar	10	11,683	47.4	5,538	.4
17	Cotton, raw	265	519,915	99.2	515,592	34.2
18	Feed	182	71,707	16.2	11,625	.8
19	Grains	422	456,076	98.5	449,203	29.8
	Corn	228	292,176	29.9	87,420	--
	Wheat	253	335,484	45.9	153,887	--
	Other	275	330,276	28.0	92,352	--
	Amount not itemized	--	--	--	115,544	--
20	Hides, skins, and raw furs	866	196,458	88.0	172,833	11.5
21	Livestock	41	5,161	63.4	3,272	.2
22	Seeds	60	16,388	9.1	1,493	.1
23	Silk, raw	17	67,778	90.4	61,256	4.1
24	Tobacco, leaf	220	177,285	41.3	73,243	4.9
25	Wool, raw	197	159,458	83.4	133,043	8.8
26	Other farm products	173	82,727	69.8	57,714	3.8
29	Furs and fur clothing	45	12,790	32.7	4,182	.3
31	Piece goods	8	6,591	28.8	1,901	.1
34	Textile products (except as listed)	14	9,977	20.4	2,038	.1
39	Oils, animal and vegetable	36	14,209	12.8	1,819	.1
92	Junk and scrap (except iron)	41	7,213	23.5	1,696	.1
	Service and other receipts	--	--	--	3,533	.2
	All other commodities	--	--	--	4,626	.3
	FARM PRODUCTS - CONSUMER GOODS TRADE (Commodity coverage, 89.8%)	10,506			1,742,875	100.0
2	Beer and other malt liquors	195	77,087	14.7	11,328	.6
3	Butter and cheese	1,655	534,614	52.6	281,065	16.1
4	Canned foods	225	88,989	9.8	8,691	.5
6	Confectionery and ice cream	492	96,605	21.3	20,624	1.2
7	Dairy and poultry products (except butter and cheese)	4,109	767,259	67.9	521,139	29.9
	Eggs	2,231	503,240	34.9	175,835	--
	Milk and cream, fluid	1,523	249,397	67.6	168,529	--
	Poultry	1,675	295,337	49.6	146,628	--
	Other	242	94,462	10.3	9,744	--
	Amount not itemized	--	--	—	20,403	--
9	Flour	126	26,401	19.3	5,089	.3
10	Fruits and vegetables	6,007	896,091	93.9	841,585	48.3
	Fresh fruits	3,991	564,891	59.6	336,458	--
	Fresh vegetables	3,893	531,818	53.2	282,806	--
	Amount not itemized	--	--	--	222,321	--
11	Groceries (except as listed)	498	177,061	11.4	20,222	1.2
12	Meats and meat products	173	77,258	11.9	9,159	.5
14	Sugar	92	31,739	9.3	2,956	.2
16	Other food and related products	125	33,971	13.2	4,490	.3
18	Feed	164	18,944	9.6	1,811	.1
	Service and other receipts	--	--	--	1,803	.1
	All other commodities	--	--	--	12,913	.7
	FARM SUPPLIES TRADE (Commodity coverage, 72.0%)	1,040			202,782	100.0
2	Beer and other malt liquors	6	1,708	22.1	377	.2
4	Canned foods	18	2,640	8.0	211	.1
7	Dairy and poultry products (except butter and cheese)	45	9,765	3.6	353	.2
9	Flour	223	30,978	15.0	4,647	2.3
10	Fruits and vegetables	27	7,226	3.2	234	.1
11	Groceries (except as listed)	53	13,272	10.6	1,413	.7
14	Sugar	35	4,166	13.3	555	.3
17	Cotton, raw	7	2,007	34.8	699	.3
	FARM SUPPLIES TRADE (continued)					
18	Feed	682	$112,082	61.6	$69,098	34.1
	Hay, straw, and alfalfa	331	38,884	24.8	9,648	--
	Mixed and other	466	73,507	49.2	36,187	--
	Amount not itemized	--	--	--	23,263	--
19	Grains	319	58,846	22.8	13,426	6.6
	Corn	228	32,872	9.1	2,995	--
	Wheat	184	28,751	6.3	1,804	--
	Other	200	38,926	12.7	4,947	--
	Amount not itemized	--	--	--	3,680	--
21	Livestock	10	1,919	20.2	387	.2
22	Seeds	453	104,928	71.8	75,322	37.1
26	Other farm products	30	8,068	12.7	1,021	.5
34	Textile products (except as listed)	13	8,308	3.6	297	.1
39	Oils, animal and vegetable	5	8,946	12.5	1,121	.6
42	Other chemicals	44	20,604	36.0	7,412	3.6
50	Hardware	33	14,096	5.6	787	.4
55	Farm machinery and garden equipment	62	13,003	10.8	1,405	.7
56	Industrial equipment and supplies (except electrical and railroad)	33	10,885	7.5	815	.4
64	Iron and steel (except scrap)	20	8,741	4.1	358	.2
73	Coal and coke	51	13,180	8.7	1,150	.6
76	Petroleum and its products	15	7,900	23.7	1,870	.9
80	Lumber	14	6,362	6.0	384	.2
84	Woodwork and wood products	16	2,628	39.5	1,039	.5
90	Fertilizer and fertilizer materials	177	47,039	36.1	16,990	8.4
	Service and other receipts	--	--	--	936	.5
	All other commodities	--	--	--	475	.2
	FURNITURE AND HOUSE FURNISHINGS TRADE (Commodity coverage, 96.5%)	1,819			235,026	100.0
28	Clothing and accessories, women's and children's	10	2,542	12.6	321	.1
29	Furs and fur clothing	3	1,931	34.5	667	.3
30	Notions	8	1,754	24.7	433	.2
31	Piece goods	217	37,135	85.8	31,877	13.6
	Cottons	18	2,803	16.8	471	--
	Linens	17	2,785	33.8	942	--
	Rayons	4	1,144	8.5	97	--
	Silks and velvets	1	35	28.6	10	--
	Woolens and worsteds	1	169	11.2	19	--
	Domestics	126	23,031	79.9	18,409	--
	Curtains, draperies, upholsteries	76	10,325	68.9	7,118	--
	Other	4	416	27.2	113	--
	Amount not itemized	--	--	--	4,698	--
34	Textile products (except as listed)	14	1,162	52.3	608	.3
43	Wiring supplies and electrical construction materials	24	3,373	8.5	287	.1
45	Radios, appliances, specialties	52	8,882	17.8	1,585	.7
46	China, glassware, and crockery	359	38,482	83.3	32,059	13.6
47	Furniture, wooden and metal	353	54,626	64.0	34,951	14.9
	Household	268	46,357	59.3	27,478	--
	Office and store	57	6,406	39.9	2,554	--
	Amount not itemized	--	--	--	4,919	--
48	House furnishings	862	130,694	84.5	110,451	47.0
	Carpets and rugs	365	91,694	59.2	54,319	--
	Other floor coverings	205	72,761	39.6	28,795	--
	House furnishings (except as listed)	448	50,005	50.0	25,008	--
	Amount not itemized	--	--	--	2,329	--
49	Musical instruments, accessories	68	11,487	77.4	8,888	3.8
51	Plumbing, heating, air-conditioning	17	3,255	10.2	331	.1
53	Toys and games	12	3,626	9.1	331	.1
81	Paper goods (boxes, bags, cups, etc.)	10	1,510	25.0	377	.2
91	Jewelry, silverware, etc.	27	2,907	9.2	266	.1
98	Second-hand merchandise	74	1,724	82.3	1,419	.6
	Service and other receipts	--	--	--	792	.3
	All other commodities	--	--	--	9,383	4.0

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity.

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	GENERAL MERCHANDISE TRADE (Commodity coverage, 92.1%)	135			$333,248	100.0
4	Canned foods	39	$233,663	3.4	7,999	2.4
5	Coffee	30	49,769	7.2	3,569	1.1
6	Confectionery and ice cream	41	167,346	.9	1,455	.4
8	Fish and sea foods	11	92,379	1.3	1,183	.4
9	Flour	20	26,696	2.1	560	.2
10	Fruits and vegetables	19	31,433	1.9	595	.2
11	Groceries (except as listed)	44	220,320	1.4	3,163	.9
14	Sugar	25	37,833	4.2	1,605	.5
16	Other food and related products	8	99,087	1.0	1,031	.3
17	Cotton, raw	5	96,598	1.5	1,461	.4
18	Feed	19	17,643	5.8	1,021	.3
19	Grains	18	84,646	1.0	837	.3
20	Hides, skins, and raw furs	7	95,345	3.1	2,942	.9
22	Seeds	13	89,353	2.0	1,808	.5
26	Other farm products	9	102,764	4.0	4,095	1.2
27	Clothing and furnishings, men's and boys'	53	105,419	9.1	9,592	2.9
28	Clothing and accessories, women's and children's	59	83,485	12.8	10,724	3.2
29	Furs and fur clothing	7	75,044	1.8	1,386	.4
30	Notions	39	78,532	7.1	5,558	1.7
31	Piece goods	53	283,177	6.7	19,080	5.7
	Cottons	22	136,270	2.4	3,319	--
	Jute fabrics	3	22,679	11.3	2,561	--
	Linens	8	75,395	2.5	1,870	--
	Rayons	9	104,435	.2	225	--
	Silks and velvets	9	7,645	2.0	151	--
	Woolens and worsteds	10	106,461	.1	113	--
	Domestics	15	79,924	1.5	1,180	--
	Curtains, draperies, upholsteries	8	4,946	2.5	122	--
	Other	4	20,522	--	3	--
	Amount not itemized	--	--	--	9,536	--
32	Shoes and other footwear	27	88,801	3.1	2,772	.8
33	Yarns	16	109,368	.9	1,001	.3
34	Textile products (except as listed)	13	138,519	2.6	3,620	1.1
36	Automotive parts and accessories	30	78,448	1.1	827	.2
37	Drugs and drug sundries	65	285,456	1.9	5,397	1.6
38	Chemicals, industrial and heavy	11	109,502	1.0	1,110	.3
39	Oils, animal and vegetable	19	127,027	7.0	8,948	2.7
41	Soaps and toiletries	67	113,359	4.9	5,539	1.7
42	Other chemicals	16	111,800	2.5	2,746	.8
43	Wiring supplies and electrical construction materials	32	110,591	1.4	1,546	.5
44	Electrical apparatus and equipment	5	94,841	.9	830	.2
45	Radios, appliances, specialties	37	107,916	3.2	3,443	1.0
46	China, glassware, and crockery	43	181,389	2.7	4,900	1.5
47	Furniture, wooden and metal	25	96,803	1.8	1,702	.5
48	House furnishings	42	157,100	4.7	7,422	2.2
50	Hardware	60	110,015	3.8	4,235	1.3
51	Plumbing, heating, air-conditioning	27	103,621	1.0	1,030	.3
52	Sporting goods	36	101,530	1.5	1,494	.4
53	Toys and games	45	176,348	3.2	5,572	1.7
56	Industrial equipment and supplies (except electrical and railroad)	34	37,671	1.3	503	.2
57	Industrial machinery (non-electrical)	12	212,754	14.5	30,768	9.2
	Construction machinery	1	20,106	.8	162	--
	Machine tools (power driven)	1	73,714	14.0	10,314	--
	Mine, quarry, pump machinery	2	20,235	.5	108	--
	Oil well and refining machinery	5	106,603	1.3	1,341	--
	Textile machinery	4	98,742	.5	456	--
	Other	4	94,387	15.9	14,974	--
	Amount not itemized	--	--	--	3,413	--
58	Office and store machines and equipment	13	161,061	.6	977	.3
64	Iron and steel (except scrap)	20	86,638	3.4	2,912	.9
66	Metallic ores	3	96,302	25.8	24,857	7.5
67	Scrap iron and steel	3	114,446	36.0	41,182	12.3
69	Nonferrous metals (except as listed)	6	83,355	.9	719	.2
73	Coal and coke	8	190,098	1.9	3,614	1.1
76	Petroleum and its products	21	41,236	18.4	7,601	2.3
78	Books, magazines, sheet music, etc.	9	24,896	4.8	1,184	.4
80	Lumber	14	211,158	.6	1,194	.4
81	Paper goods (boxes, bags, cups, etc.)	45	35,140	5.0	1,761	.5
82	Paper (printing, boards, etc.)	15	22,955	1.5	345	.1
83	Stationery and supplies	51	100,284	4.5	4,464	1.3
84	Woodwork and wood products	7	77,000	1.3	1,037	.3
87	Building materials (except as listed)	19	35,274	1.8	652	.2
89	Tobacco products	27	13,037	14.5	1,886	.6
90	Fertilizer and fertilizer materials	11	207,712	2.7	5,684	1.7
91	Jewelry, silverware, etc.	41	179,455	2.3	4,204	1.3

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	GENERAL MERCHANDISE TRADE (continued)					
	Service and other receipts	--	--	--	$1,047	.3
	All other commodities	--	--	--	52,859	15.9
	GROCERIES (FULL LINE) TRADE (Commodity coverage, 50.6%)	1,786			988,384	100.0
1	Bakery products	665	$334,937	1.9	6,412	.6
2	Beer and other malt liquors	240	205,852	5.1	10,596	1.1
3	Butter and cheese	737	404,832	2.6	10,655	1.1
4	Canned foods	1,777	980,879	28.7	281,761	28,5
	Canned fruits	1,180	597,760	6.7	40,203	--
	Canned vegetables	1,186	599,595	10.1	60,419	--
	Canned fish and sea foods	1,166	592,170	3.0	17,763	--
	Canned meats	1,160	585,455	1.8	10,451	--
	Canned milk	1,179	596,595	3.5	20,886	--
	Other	854	453,023	3.6	16,246	--
	Amount not itemized	--	--	--	115,793	--
5	Coffee	1,708	950,165	4.6	43,853	4.4
6	Confectionery and ice cream	1,388	705,125	3.0	21,186	2.1
7	Dairy and poultry products (except butter and cheese)	283	139,557	4.0	5,624	.6
8	Fish and sea foods	324	218,250	1.2	2,727	.3
9	Flour	1,686	910,428	8.5	77,172	7.8
10	Fruits and vegetables	486	262,967	7.1	18,585	1.9
11	Groceries (except as listed)	1,786	988,384	20.6	203,863	20.6
	Cereal preparations	854	492,518	4.3	21,145	--
	Extracts and spices	882	504,285	1.1	5,551	--
	Lard substitutes and cooking fats	800	460,243	2.9	13,169	--
	Nuts (all kinds)	628	395,476	1.0	3,983	--
	Butter substitutes	173	101,315	1.5	1,554	--
	Pickles, preserves and sauces	852	488,725	2.6	12,791	--
	Rice	879	495,352	1.4	6,692	--
	Teas	868	498,776	1.2	6,142	--
	Other	520	337,901	10.7	36,300	--
	Amount not itemized	--	--	--	96,536	--
12	Meats and meat products	866	371,616	5.7	21,363	2.2
13	Soft drinks	326	247,155	1.2	2,854	.3
14	Sugar	1,769	983,388	11.9	116,908	11.8
15	Wines and liquors	75	110,378	12.5	13,777	1.4
16	Other food and related products	140	124,363	9.1	11,288	1.1
18	Feed	504	117,935	9.7	11,449	1.2
19	Grains	251	89,493	3.9	3,463	.4
27	Clothing and furnishings, men's and boys'	180	90,263	2.1	1,887	.2
36	Automotive parts and accessories	113	80,754	1.2	995	.1
37	Drugs and drug sundries	431	195,120	1.2	2,386	.2
41	Soaps and toiletries	890	461,916	5.2	23,910	2.4
50	Hardware	274	111,237	3.2	3,509	.4
64	Iron and steel (except scrap)	135	59,034	2.1	1,231	.1
81	Paper goods (boxes, bags, cups, etc.)	457	245,235	1.9	4,720	.5
87	Building materials (except as listed)	105	49,261	2.1	1,034	.1
89	Tobacco products	1,063	526,218	12.4	65,353	6.6
	Cigars	544	293,587	1.7	4,927	--
	Cigarettes	692	316,072	7.0	22,075	--
	Other tobacco products	685	306,426	4.8	14,564	--
	Amount not itemized	--	--	--	23,787	--
	Service and other receipts	--	--	--	2,787	.3
	All other commodities	--	--	--	17,036	1.7
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 86.2%)	10,726			1,450,621	100.0
1	Bakery products	748	54,368	32.6	17,711	1.2
2	Beer and other malt liquors	226	52,064	16.7	8,696	.6
3	Butter and cheese	709	144,894	13.0	18,845	1.3
4	Canned foods	1,482	317,738	35.0	111,185	7.7
	Canned fruits	611	118,924	11.4	13,519	--
	Canned vegetables	640	115,647	16.8	19,426	--
	Canned fish and sea foods	569	117,978	16.9	19,953	--
	Canned meats	467	101,687	5.1	5,175	--
	Canned milk	455	104,260	14.1	14,695	--
	Other	452	86,749	9.2	7,989	--
	Amount not itemized	--	--	--	30,428	--
5	Coffee	1,530	342,024	53.1	181,678	12.5
	Green	252	128,265	53.1	68,122	--
	Roasted	1,160	207,298	45.9	95,079	--
	Amount not itemized	--	--	--	18,477	--

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (continued)					
6	Confectionery and ice cream	2,500	$193,385	47.9	$92,614	6.4
	Candy	1,900	138,729	42.5	58,966	--
	Chewing gum	1,097	81,643	7.4	6,029	--
	Ice cream and ices	90	6,343	15.3	971	--
	Other	465	36,040	18.2	6,565	--
	Amount not itemized	--	--	--	20,083	--
7	Dairy and poultry products (except butter and cheese)	544	135,821	13.6	18,405	1.3
8	Fish and sea foods	1,520	167,811	69.1	116,039	8.0
	Fresh fish	873	87,749	68.4	60,035	--
	Cured and processed fish	375	50,085	22.8	11,431	--
	Frozen fish	301	45,330	24.5	11,085	--
	Other	465	36,967	26.4	9,758	--
	Amount not itemized	--	--	--	23,730	--
9	Flour	973	165,710	43.4	71,936	5.0
10	Fruits and vegetables	272	54,191	20.7	11,217	.8
11	Groceries (except as listed)	3,610	577,605	43.1	248,839	17.1
	Cereal preparations	387	63,427	8.4	5,310	--
	Extracts and spices	978	145,183	11.2	16,294	--
	Lard substitutes and cooking fats	466	107,247	13.2	14,159	--
	Nuts (all kinds)	772	111,278	28.5	31,754	--
	Butter substitutes	240	58,172	15.4	8,930	--
	Pickles, preserves and sauces	846	120,620	15.2	18,358	--
	Rice	507	106,543	12.1	12,916	--
	Teas	867	182,221	13.8	25,111	--
	Other	1,199	210,836	40.0	84,403	--
	Amount not itemized	--	--	--	31,604	--
12	Meats and meat products	2,439	466,978	85.2	397,775	27.4
	Lard	557	111,594	7.5	8,314	--
	Meats, fresh	1,423	280,372	81.4	228,296	--
	Meats, cured or smoked	966	172,778	34.7	59,999	--
	Other	291	60,275	35.1	21,133	--
	Amount not itemized	--	--	--	80,033	--
13	Soft drinks	490	32,726	39.5	12,924	.9
14	Sugar	676	172,454	38.7	66,807	4.6
15	Wines and liquors	98	32,494	18.2	5,929	.4
16	Other food and related products	402	40,821	31.7	12,946	.9
18	Feed	372	38,013	19.3	7,351	.5
19	Grains	187	20,310	11.5	2,337	.2
26	Other farm products	55	17,384	10.1	1,750	.1
39	Oils, animal and vegetable	70	14,823	28.6	4,245	.3
41	Soaps and toiletries	250	37,514	8.8	3,285	.2
76	Petroleum and its products	29	5,428	33.8	1,833	.1
81	Paper goods (boxes, bags, cups, etc.)	215	23,048	7.2	1,665	.1
89	Tobacco products	521	67,560	23.4	15,817	1.1
	Service and other receipts	--	--	--	2,792	.2
	All other commodities	--	--	--	16,000	1.1
	HARDWARE TRADE (Commodity coverage, 78.5%)	945			336,381	100.0
22	Seeds	24	6,426	8.6	553	.2
31	Piece goods	4	2,210	21.4	474	.1
35	Automobiles and motor vehicles	8	8,237	12.6	1,036	.3
36	Automotive parts and accessories	145	134,658	8.2	10,994	3.3
	Batteries	53	43,157	.8	347	--
	Tires and tubes	79	80,355	2.2	1,734	--
	Other equipment	79	68,342	5.8	3,963	--
	Amount not itemized	--	--	--	4,950	--
40	Paints and varnishes	194	131,772	5.2	6,852	2.0
42	Other chemicals	22	12,728	3.7	472	.1
43	Wiring supplies and electrical construction materials	161	123,436	6.1	7,560	2.2
45	Radios, appliances, specialties	174	147,052	9.3	13,633	4.1
	Radios and accessories	101	94,161	3.0	2,870	--
	Electric refrigerators	85	87,513	4.5	3,952	--
	Other electrical appliances	116	103,754	3.5	3,621	--
	Amount not itemized	--	--	--	3,190	--
46	China, glassware and crockery	72	64,378	3.5	2,251	.7
47	Furniture, wooden and metal	33	37,310	4.6	1,732	.5
48	House furnishings	99	91,695	9.2	8,404	2.5

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	HARDWARE TRADE (continued)					
50	Hardware	945	$336,381	58.6	$196,962	58.6
	Builders' hardware	565	160,445	9.2	14,776	--
	Heavy hardware	331	150,512	18.5	27,853	--
	Shelf or light hardware	367	162,154	12.8	20,690	--
	Tools and cutlery	364	162,335	10.1	16,365	--
	Wire screening	248	118,931	2.7	3,195	--
	Other	360	132,502	21.8	28,839	--
	Amount not itemized	--	--	--	85,244	--
51	Plumbing, heating, air-conditioning	272	189,606	9.2	17,472	5.2
	Air-conditioning equipment	11	4,783	5.4	258	--
	Gas appliances and supplies	36	19,286	2.3	442	--
	Oil burners	26	19,379	.7	139	--
	Fittings, valves, brass goods	130	70,230	5.3	3,702	--
	Plumbing fixtures	96	82,250	3.2	2,594	--
	Stoves, ranges, furnaces (except gas and electric)	162	108,920	4.1	4,477	--
	Amount not itemized	--	--	--	5,860	--
52	Sporting goods	186	173,009	9.0	15,596	4.6
53	Toys and games	56	64,594	2.7	1,761	.5
55	Farm machinery and garden equipment	102	67,270	8.4	5,653	1.7
56	Industrial equipment and supplies (except electrical and railroad)	190	129,106	8.0	10,305	3.1
57	Industrial machinery (non-electrical)	62	29,262	3.3	970	.3
58	Office and store machines and equipment	14	10,351	3.8	395	.1
59	Railroad equipment and supplies	8	5,836	7.2	421	.1
62	Building metal work	33	17,208	2.6	448	.1
63	Copper	41	32,778	1.2	398	.1
64	Iron and steel (except scrap)	209	124,667	13.6	16,977	5.0
	Iron and steel pipe	78	62,239	3.2	1,989	--
	Seamless steel tubing	13	22,092	.9	190	--
	Pig iron	2	9,163	2.4	222	--
	Rough castings and forgings	8	7,769	4.2	323	--
	Steel sheet	71	55,105	6.2	3,433	--
	Structural iron and steel	43	35,635	6.3	2,250	--
	Wire fencing	145	80,829	2.5	2,042	--
	Wire and wire rope or cable	101	75,695	2.6	1,945	--
	Other rolled iron and steel	70	38,502	6.6	2,560	--
	Amount not itemized	--	--	--	2,023	--
75	Glass (sheet and containers)	73	47,471	1.1	517	.2
76	Petroleum and its products	47	41,519	2.0	833	.2
87	Building materials (except as listed)	123	83,253	6.7	5,612	1.7
91	Jewelry, silverware, etc.	60	59,873	2.1	1,286	.4
93	Leather and cut stock	23	31,896	1.6	515	.2
94	Luggage, harness, etc.	46	55,192	2.3	1,289	.4
	Service and other receipts	--	--	--	1,063	.3
	All other commodities	--	--	--	3,947	1.2
	JEWELRY AND OPTICAL GOODS TRADE (Commodity coverage, 97.9%)	1,773			176,954	100.0
41	Soaps and toiletries	7	1,757	12.0	210	.1
45	Radios, appliances, specialties	10	6,054	8.8	530	.3
46	China, glassware and crockery	4	5,408	5.5	296	.2
56	Industrial equipment and supplies (except electrical and railroad)	3	2,607	11.7	305	.2
91	Jewelry, silverware, etc.	1,372	148,490	97.3	144,430	81.6
	Clocks and watches	356	62,978	65.0	40,923	--
	Jewelry	679	65,342	56.2	36,737	--
	Precious stones and metals	476	63,709	59.7	38,032	--
	Silverware and plated ware	160	35,251	27.9	9,838	--
	Amount not itemized	--	--	--	18,900	--
94	Luggage, harness, etc.	10	2,184	12.4	271	.2
96	Optical goods	390	32,139	87.5	28,106	15.9
98	Second-hand merchandise	18	623	96.6	602	.3
	Service and other receipts	--	--	--	312	.2
	All other commodities	--	--	--	1,892	1.0
	LUMBER AND CONSTRUCTION MATERIALS TRADE (Commodity coverage, 88.4%)	2,459			434,717	100.0
19	Grains	6	2,813	33.0	929	.2
40	Paints and varnishes	159	25,869	9.5	2,445	.6
45	Radios, appliances, specialties	7	3,933	11.9	468	.1
48	House furnishings	20	2,351	19.8	465	.1
50	Hardware	171	31,213	9.6	3,001	.7
51	Plumbing, heating, air-conditioning	37	7,325	13.7	1,007	.2
62	Building metal work	69	7,742	18.1	1,400	.4

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity.

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)					
	LUMBER AND CONSTRUCTION MATERIALS TRADE (continued)					
64	Iron and steel (except scrap)	101	$22,167	10.0	$2,213	.5
70	Brick, tile and terra cotta	282	35,575	28.3	10,084	2.3
71	Building stone, slate, concrete	118	20,719	33.3	6,908	1.6
72	Cement, lime, plaster, stucco	316	59,493	34.9	20,748	4.8
73	Coal and coke	82	23,505	19.1	4,499	1.0
74	Crude nonmetallic minerals (except as listed)	22	4,195	52.8	2,213	.5
75	Glass (sheet and containers)	324	32,207	59.7	19,238	4.4
77	Sand, gravel, crushed stone	185	32,128	36.4	11,701	2.7
79	Logs, ties, pulpwood	65	12,504	23.2	2,904	.7
80	Lumber	1,291	290,773	89.2	259,332	59.7
81	Paper goods (boxes, bags, cups, etc.)	8	998	55.2	551	.1
84	Woodwork and wood products	320	53,536	58.4	31,258	7.2
87	Building materials (except as listed)	604	103,607	43.8	45,401	10.4
	Service and other receipts	--	--	--	2,622	.6
	All other commodities	--	--	--	5,330	1.2
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 87.3%)	6,138			729,447	100.0
31	Piece goods	194	32,870	67.3	22,136	3.0
34	Textile products (except as listed)	91	16,921	33.7	5,706	.8
35	Automobiles and motor vehicles	44	19,578	36.7	7,183	1.0
36	Automotive parts and accessories	71	25,932	16.1	4,182	.6
37	Drugs and drug sundries	40	5,615	20.1	1,128	.2
38	Chemicals, industrial and heavy	67	10,828	16.6	1,801	.2
40	Paints and varnishes	116	30,556	6.0	1,829	.2
41	Soaps and toiletries	367	27,222	31.2	8,498	1.2
42	Other chemicals	256	34,195	36.0	12,313	1.7
43	Wiring supplies and electrical construction materials	97	30,864	8.5	2,623	.3
44	Electrical apparatus and equipment	81	19,362	6.2	1,210	.2
45	Radios, appliances, specialties	124	28,340	16.8	4,765	.6
46	China, glassware and crockery	127	15,347	38.7	5,940	.8
47	Furniture, wooden and metal	78	10,676	28.6	3,054	.4
48	House furnishings	61	13,838	11.3	1,560	.2
50	Hardware	351	74,498	21.4	15,921	2.2
51	Plumbing, heating, air-conditioning	234	68,306	14.0	9,567	1.3
52	Sporting goods	43	8,806	11.3	995	.1
54	Barber and beauty parlor equipment	535	35,274	82.6	29,146	4.0
55	Farm machinery and garden equipment	305	50,529	59.9	30,279	4.2
56	Industrial equipment and supplies (except electrical and railroad)	1,471	223,049	63.0	140,609	19.3
	Belting, mechanical rubber goods, etc.	411	76,968	18.4	14,159	--
	Power transmission equipment	224	51,291	13.7	7,040	--
	Materials-handling equipment	138	34,061	7.8	2,644	--
	Metal-working tools	243	59,587	17.2	10,260	--
	Rope, cordage and twine	235	62,490	22.4	14,028	--
	Other	912	140,000	55.7	77,963	--
	Amount not itemized	--	--	--	14,515	--
57	Industrial machinery (non-electrical)	1,723	294,768	78.1	230,147	31.6
	Construction machinery	232	50,472	67.1	33,866	--
	Machine tools (power driven)	182	43,820	32.1	14,082	--
	Mine, quarry, pump machinery	146	28,293	21.1	5,979	--
	Oil well and refining machinery	725	155,466	87.9	136,612	--
	Power plant machinery (except electrical)	133	29,899	28.2	8,423	--
	Textile machinery	62	6,241	77.5	4,839	--
	Other	403	50,307	48.7	24,519	--
	Amount not itemized	--	--	--	1,827	--
58	Office and store machinery and equipment	694	48,571	81.4	39,519	5.4
	Office machines and equipment	160	13,703	82.2	11,267	--
	Store fixtures and equipment	499	31,525	78.1	24,606	--
	Amount not itemized	--	--	--	3,646	--
59	Railroad equipment and supplies	65	34,039	50.1	17,054	2.3
60	Surgical, dental, hospital equipment	440	48,792	92.5	45,146	6.2
63	Copper	44	21,672	7.3	1,585	.2
64	Iron and steel (except scrap)	279	77,544	22.9	17,737	2.4
74	Crude nonmetallic minerals (except as listed)	13	1,714	69.8	1,196	.2
75	Glass (sheet and containers)	205	17,326	66.0	11,434	1.6
76	Petroleum and its products	64	15,938	5.5	883	.1
78	Books, magazines, sheet music, etc.	21	2,929	34.6	1,013	.1
81	Paper goods (boxes, bags, cups, etc.)	101	13,113	13.1	1,720	.2
82	Paper (printing, board, etc.)	33	3,784	21.4	809	.1
83	Stationery and supplies	41	3,024	36.9	1,116	.2
84	Woodwork and wood products	50	6,547	22.4	1,467	.2
85	Aircraft and parts	15	1,082	86.7	938	.1
86	Boats	23	2,491	30.8	768	.1
87	Building materials (except as listed)	43	18,721	7.4	1,393	.2
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (continued)					
88	Cameras and supplies	48	$4,834	84.6	$4,088	.6
91	Jewelry, silverware, etc.	76	10,198	12.1	1,230	.2
	Service and other receipts	--	--	--	7,821	1.1
	All other commodities	--	--	--	31,938	4.4
	METALS AND METAL WORK (EXCEPT SCRAP) TRADE (Commodity coverage, 92.4%)	708			260,661	100.0
42	Other chemicals	6	5,124	5.3	273	.1
50	Hardware	62	13,204	21.9	2,895	1.1
51	Plumbing, heating, air-conditioning	67	18,942	13.8	2,617	1.0
56	Industrial equipment and supplies (except electrical and railroad)	40	13,260	11.7	1,547	.6
57	Industrial machinery (non-electrical)	23	10,179	10.6	1,074	.4
61	Aluminum, bars, wire, etc.	42	19,017	32.6	6,195	2.4
62	Building metal work	100	18,991	28.1	5,339	2.0
63	Copper	100	94,827	39.4	37,360	14.3
64	Iron and steel (except scrap)	561	171,330	88.7	152,013	58.3
	Iron and steel pipe	85	21,219	40.1	8,500	--
	Seamless steel tubing	48	18,929	39.6	7,495	--
	Pig iron	4	3,223	10.8	348	--
	Rough castings and forgings	13	3,275	8.4	276	--
	Steel sheet	174	53,551	67.5	36,160	--
	Structural iron and steel	107	26,090	48.7	12,707	--
	Wire fencing	46	9,767	13.6	1,330	--
	Wire and wire rope or cable	72	23,579	22.0	5,188	--
	Other rolled iron and steel	180	49,677	56.3	27,976	--
	Amount not itemized	--	--	--	52,033	--
65	Lead (metallic) and zinc	38	77,485	19.8	15,343	5.9
66	Metallic ores	16	14,796	38.6	5,706	2.2
67	Scrap iron and steel	14	7,351	10.7	786	.3
69	Nonferrous metals (except as listed)	72	34,090	37.7	12,851	4.9
76	Petroleum and its products	7	1,539	33.5	515	.2
87	Building materials (except as listed)	43	12,895	17.6	2,271	.9
91	Jewelry, silverware, etc.	3	57,349	17.9	10,254	3.9
	Service and other receipts	--	--	--	904	.4
	All other commodities	--	--	--	2,718	1.1
	PAPER AND ITS PRODUCTS TRADE (Commodity coverage, 95.0%)	2,354			388,577	100.0
11	Groceries (except as listed)	32	2,917	13.8	402	.1
30	Notions	68	9,273	11.6	1,077	.3
34	Textile products (except as listed)	28	3,813	14.8	563	.1
40	Paints and varnishes	140	10,063	24.2	2,436	.6
42	Other chemicals	43	4,071	22.4	913	.2
47	Furniture, wooden and metal	14	3,819	12.0	460	.1
48	House furnishings	50	9,384	11.1	1,042	.3
50	Hardware	91	7,054	7.5	532	.1
53	Toys and games	40	2,913	21.4	622	.2
56	Industrial equipment and supplies (except electrical and railroad)	208	45,456	9.1	4,137	1.1
58	Office and store machines and equipment	9	3,391	15.4	522	.1
78	Books, magazines, sheet music, etc.	28	5,126	13.4	686	.2
81	Paper goods (boxes, bags, cups, etc.)	1,262	233,264	72.1	168,106	43.3
82	Paper (printing, board, etc.)	864	210,749	75.5	159,131	41.0
	Cardboard and paper board	205	60,620	31.2	18,915	--
	Uncoated book, newsprint	245	84,784	58.4	49,482	--
	Wall paper	258	24,538	58.3	14,295	--
	Amount not itemized	--	--	--	76,439	--
83	Stationery and supplies	682	102,055	43.9	44,840	11.5
84	Woodwork and wood products	12	1,934	27.0	523	.1
87	Building materials (except as listed)	33	15,739	10.9	1,710	.5
	Service and other receipts	--	--	--	875	.2
	PETROLEUM AND ITS PRODUCTS TRADE (Commodity coverage, 99.4%)	662			131,543	100.0
36	Automotive parts and accessories	53	19,863	4.8	961	.7
42	Other chemicals	24	6,348	3.8	243	.2
51	Plumbing, heating, air-conditioning	12	2,753	6.1	169	.1
73	Coal and coke	5	3,628	10.2	369	.3
74	Crude nonmetallic minerals (except as listed)	3	670	25.5	171	.1
76	Petroleum and its products	662	131,543	95.8	125,975	95.8
	Crude oil	26	8,564	57.0	4,878	--
	Gasoline and napthas	182	56,183	61.9	34,805	--
	Fuel and gas oils	137	48,261	35.8	17,260	--
	Kerosene	175	43,559	7.8	3,410	--
	Lubricants, automotive	400	63,599	39.0	24,782	--
	Lubricants (except automotive)	88	8,598	37.6	3,236	--
	Other petroleum products	143	32,428	23.6	7,649	---
	Amount not itemized	--	--	--	29,955	--
	Service and other receipts	--	--	--	437	.3
	All other commodities	--	--	--	3,218	2.5

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)					
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 92.1%)	1,631			$223,970	100.0
43	Wiring supplies and electrical construction materials	45	$11,498	19.0	2,185	1.0
45	Radios, appliances, specialties	57	13,407	13.1	1,762	.8
48	House furnishings	15	4,846	11.2	544	.3
50	Hardware	69	18,730	14.7	2,747	1.2
51	Plumbing, heating, air-conditioning	1,631	223,970	82.9	185,730	82.9
	Air-conditioning equipment	133	23,578	10.0	2,350	--
	Gas appliances and supplies	212	34,925	14.4	5,041	--
	Oil burners	156	27,465	17.3	4,762	--
	Fittings, valves, brass goods	753	115,652	38.9	44,944	--
	Plumbing fixtures	782	114,878	43.2	49,602	--
	Stoves, ranges, furnaces (except gas and electric)	594	93,709	28.7	26,940	--
	Amount not itemized	--	--	--	52,091	--
55	Farm machinery and garden equipment	11	4,618	5.1	235	.1
56	Industrial equipment and supplies (except electrical and railroad)	83	17,379	9.3	1,622	.7
57	Industrial machinery (non-electrical)	38	11,400	12.4	1,417	.6
62	Building metal work	26	8,093	3.8	310	.1
63	Copper	80	17,851	4.2	754	.3
64	Iron and steel (except scrap)	429	90,636	22.3	20,213	9.0
	Iron and steel pipe	355	67,921	22.0	14,922	--
	Seamless steel tubing	13	3,119	4.4	137	--
	Pig iron	1	100	1.0	1	--
	Rough castings and forgings	6	637	2.5	16	--
	Steel sheet	74	17,448	8.8	1,533	--
	Structural iron and steel	1	310	5.5	17	--
	Wire fencing	6	1,184	1.2	14	--
	Wire and wire rope or cable	9	2,985	1.5	44	--
	Other rolled iron and steel	12	5,318	6.1	326	--
	Amount not itemized	--	--	--	3,203	--
65	Lead (metallic) and zinc	112	18,769	3.4	647	.3
69	Nonferrous metals (except as listed)	13	2,584	10.2	263	.1
87	Building materials (except as listed)	59	15,364	8.2	1,262	.6
	Service and other receipts	--	--	--	1,925	.9
	All other commodities	--	--	--	2,354	1.1
	TOBACCO AND ITS PRODUCTS (EXCEPT LEAF) TRADE (Commodity coverage, 89.5%)	2,022			701,410	100.0
2	Beer and other malt liquors	133	66,319	7.6	5,071	.7
4	Canned foods	77	22,772	21.1	4,803	.7
6	Confectionery and ice cream	1,395	517,755	13.2	68,578	9.8
	Candy	1,040	330,960	11.0	36,310	--
	Chewing gum	728	227,531	2.9	6,588	--
	Ice cream and ices	31	4,925	4.0	198	--
	Other	123	34,287	4.6	1,590	--
	Amount not itemized	--	--	--	23,892	--
11	Groceries (except as listed)	118	71,367	2.7	1,932	.3
13	Soft drinks	120	55,885	1.8	1,031	.1
15	Wines and liquors	78	58,406	15.2	8,850	1.3
37	Drugs and drug sundries	139	94,652	5.0	4,754	.7
41	Soaps and toiletries	54	68,004	3.3	2,228	.3
81	Paper goods (boxes, bags, cups, etc.)	90	24,952	3.1	784	.1
88	Cameras and supplies	19	12,496	28.6	3,570	.5
89	Tobacco products	2,022	701,410	83.7	587,407	83.7
	Cigars	1,333	460,000	17.0	78,102	--
	Cigarettes	1,203	452,379	60.6	274,258	--
	Other tabacco products	1,154	416,872	16.8	70,081	--
	Amount not itemized	--	--	--	164,966	--
	Service and other receipts	--	--	--	606	.1
	All other commodities	--	--	--	11,796	1.7
	WASTE MATERIALS TRADE (Commodity coverage, 96.3%)	4,258			384,763	100.0
20	Hides, skins and raw furs	190	9,374	26.9	2,518	.6
25	Wool, raw	80	7,775	49.5	3,849	1.0
34	Textile products (except as listed)	18	1,387	46.3	642	.2
36	Automotive parts and accessories	152	3,380	20.5	693	.2
57	Industrial machinery (non-electrical)	23	4,698	15.5	729	.2
59	Railroad equipment and supplies	6	1,430	18.5	254	.1
	WASTE MATERIALS TRADE (continued)					
61	Aluminum, bars, wire, etc.	27	$5,073	14.0	$709	.2
63	Copper	29	4,035	37.8	1,526	.4
64	Iron and steel (except scrap)	56	6,952	14.0	971	.2
65	Lead (metallic) and zinc	61	7,601	20.1	1,530	.4
67	Scrap iron and steel	2,163	224,223	85.7	192,147	49.9
69	Nonferrous metals (except as listed)	157	27,023	49.8	13,447	3.5
92	Junk and scrap (except iron)	2,792	194,108	84.8	164,687	42.8
	Service and other receipts	--	--	--	828	.2
	All other commodities	--	--	--	223	.1
	ALL OTHER TRADES (Commodity coverage, 96.6%)	3,884			531,547	100.0
11	Groceries (except as listed)	33	18,365	10.9	1,995	.4
16	Other food and related products	5	3,463	23.2	804	.2
18	Feed	4	13,399	8.6	1,156	.2
20	Hides, skins, and raw furs	7	7,803	14.7	1,144	.2
26	Other farm products	497	20,942	91.7	19,199	3.6
27	Clothing and furnishings, men's and boys'	26	1,613	41.4	667	.1
31	Piece goods	33	12,229	42.2	5,159	1.0
32	Shoes and other footwear	28	6,121	11.5	703	.1
33	Yarns	173	41,901	93.4	39,126	7.4
	Cotton yarns	52	11,952	71.3	8,517	--
	Rayon yarns	39	13,192	43.7	5,770	--
	Silk yarns	28	4,887	61.1	2,985	--
	Woolen and worsted yarns	66	17,076	71.2	12,150	--
	Other	18	2,334	40.6	947	--
	Amount not itemized	--	--	--	8,757	--
34	Textile products (except as listed)	317	40,330	76.1	30,684	5.8
38	Chemicals, industrial and heavy	21	19,938	9.3	1,849	.3
39	Oils, animal and vegetable	74	43,241	87.6	37,891	7.1
42	Other chemicals	27	5,746	23.1	1,328	.3
48	House furnishings	18	6,870	26.7	1,834	.3
56	Industrial equipment and supplies (except electrical and railroad)	41	4,338	17.9	2,566	.5
74	Crude nonmetallic minerals (except as listed)	6	1,262	99.7	1,258	.2
76	Petroleum and its products	10	2,533	28.3	717	.1
78	Books, magazines, sheet music, etc.)	632	108,878	94.8	103,256	19.4
79	Logs, ties, pulpwood	129	58,233	89.3	52,026	9.8
80	Lumber	26	3,280	16.5	542	.1
81	Paper goods (boxes, bags, cups, etc.)	34	5,805	28.2	1,635	.3
82	Paper (printing, board, etc.)	12	17,106	23.3	3,994	.8
83	Stationery and supplies	62	14,118	20.7	2,920	.6
84	Woodwork and wood products	351	18,767	96.1	18,038	3.4
92	Junk and scrap (except iron)	54	16,949	33.1	5,608	1.1
93	Leather and cut stock	907	93,447	96.2	89,861	16.9
94	Luggage, harness, etc.	127	9,459	77.9	7,368	1.4
97	Rubber, crude	27	62,207	93.5	58,133	10.9
98	Second-hand merchandise	32	1,026	69.8	716	.1
	Service and other receipts	--	--	--	2,551	.5
	All other commodities	--	--	--	36,819	6.9
	MANUFACTURERS' SALES BRANCHES (WITH STOCKS)					
	AMUSEMENT AND SPORTING GOODS TRADE (Commodity coverage, 98.0%)	239			100,081	100.0
27	Clothing and furnishings, men's and boys'	44	8,103	3.5	287	.3
32	Shoes and other footwear	48	10,253	2.0	203	.2
47	Furniture, wooden and metal	18	4,943	30.4	1,503	1.5
52	Sporting goods	84	20,676	89.4	18,486	18.5
53	Toys and games	48	10,250	22.5	2,304	2.3
58	Office and store machines and equipment	34	17,644	3.0	529	.5
88	Cameras and supplies	46	33,947	99.9	33,900	33.9
95	Motion picture film rentals	93	42,408	98.3	41,706	41.7
	All other commodities	--	--	--	1,163	1.1
	AUTOMOTIVE TRADE (Commodity coverage, 99.7%)	864			1,258,262	100.0
32	Shoes and other footwear	21	29,249	20.4	5,973	.5
35	Automobiles and motor vehicles	428	1,006,263	86.2	867,608	69.0
	Automobiles, passenger	130	840,575	77.2	648,585	--
	Commercial vehicles	258	620,368	23.5	145,645	--
	Tractors	49	47,104	52.6	24,785	--
	Motorcycles	1	97	100.0	97	--
	Amount not itemized	--	--	--	48,496	--

(continued on next page)

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (Continued)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	AUTOMOTIVE TRADE (continued)					
36	Automotive parts and accessories	809	$1,210,551	27.2	$329,755	26.2
	Batteries	215	457,984	2.7	12,338	--
	Tires and tubes	270	248,400	58.5	145,256	--
	Other equipment	622	996,652	12.7	126,111	--
	Amount not itemized	--	--	--	46,050	--
37	Drugs and drug sundries	26	30,401	4.9	1,501	.1
43	Wiring supplies and electrical construction materials	24	28,699	4.9	1,411	.1
44	Electrical apparatus and equipment	19	4,674	34.7	1,624	.1
55	Farm machinery and garden equipment	48	44,958	31.3	14,084	1.1
56	Industrial equipment and supplies (except electrical and railroad)	108	133,932	12.7	17,048	1.4
92	Junk and scrap (except iron)	10	103,665	1.3	1,378	.1
	Service and other receipts	--	--	--	14,456	1.1
	All other commodities	--	--	--	3,424	.3
	BEER, WINES AND LIQUORS TRADE (Commodity coverage, 93.2%)	338			247,847	100.0
2	Beer and other malt liquors	242	58,752	93.2	54,774	22.1
13	Soft Drinks	43	33,172	3.9	1,279	.5
15	Wines and liquors	96	189,095	98.8	186,796	75.4
	Liquors	75	181,765	98.3	178,659	--
	Wines	17	3,709	95.4	3,540	--
	Amount not itemized	--	--	--	4,597	--
16	Other food and related products	10	18,828	15.5	2,915	1.2
	Service and other receipts	--	--	--	236	.1
	All other commodities	--	--	--	1,847	.7
	CHEMICALS AND PAINTS TRADE (Commodity coverage, 97.7%)	532			417,594	100.0
37	Drugs and drug sundries	3	10,968	5.2	568	.1
38	Chemicals, industrial and heavy	110	197,385	75.7	149,509	35.8
39	Oils, animal and vegetable	115	82,222	6.2	5,124	1.2
40	Paints and varnishes	260	221,215	54.8	121,191	29.0
41	Soaps and toiletries	27	27,972	2.3	650	.2
42	Other chemicals	254	201,664	56.6	114,212	27.4
50	Hardware	62	22,629	3.6	812	.2
52	Sporting goods	20	24,852	4.2	1,054	.3
58	Office and store machines and equipment	6	2,832	43.2	1,224	.3
65	Lead (metallic) and zinc	7	31,534	15.6	4,922	1.2
69	Nonferrous metals (except as listed)	4	26,072	28.6	7,457	1.8
75	Glass (sheet and containers)	47	16,975	28.0	4,746	1.1
76	Petroleum and its products	5	7,313	5.9	430	.1
84	Woodwork and wood products	8	4,440	19.4	863	.2
87	Building materials (except as listed)	31	11,238	3.8	426	.1
	Service and other receipts	--	--	--	2,531	.6
	All other commodities	--	--	--	1,875	.4
	CLOTHING AND FURNISHINGS TRADE (Commodity coverage, 98.1%)	335			276,677	100.0
27	Clothing and furnishings, men's and boys'	167	111,365	89.5	99,641	36.0
	Hats and caps	2	797	42.5	339	--
	Furnishings (except shoes)	121	83,406	78.5	65,443	--
	Suits and overcoats	2	16,153	96.9	15,652	--
	Work clothing	29	21,983	80.9	17,780	--
	Amount not itemized	--	--	--	427	--
28	Clothing and accessories, women's and children's	138	66,096	98.3	64,948	23.5
	Girls' wear	10	1,392	63.6	886	--
	Infants' wear	6	1,146	70.3	806	--
	Dresses	19	8,336	96.6	8,056	--
	Hosiery	23	17,093	91.1	15,566	--
	Millinery	12	1,684	99.8	1,681	--
	Underwear, negligees, etc.	45	25,575	90.2	23,059	--
	Suits and coats (except fur)	13	5,455	99.2	5,410	--
	Other (except shoes and furs)	29	12,973	66.4	8,613	--
	Amount not itemized	--	--	--	871	--
29	Furs and fur clothing	5	622	97.4	506	.2
	CLOTHING AND FURNISHINGS TRADE (continued)					
32	Shoes and other footwear	55	$111,667	98.0	$109,410	39.6
	Men's and boys' leather	11	16,519	59.8	9,885	--
	Men's and boys' rubber	6	14,599	10.1	1,470	--
	Women's and children's leather	6	13,875	38.2	5,299	--
	Women's and children's rubber	4	13,953	1.0	142	--
	Infants'	8	14,573	7.9	1,157	--
	Amount not itemized	--	--	--	91,457	--
34	Textile products (except as listed)	20	24,566	2.2	535	.2
93	Leather and cut stock	13	41,440	1.4	585	.2
	Service and other receipts	--	--	--	79	--
	All other commodities	--	--	--	875	.3
	COAL AND COKE TRADE (Commodity coverage 100%)	10			8,331	100.0
73	Coal and coke	10	8,331	99.6	8,300	99.6
	Bituminous	4	560	92.5	518	--
	Coke	8	8,152	95.5	7,782	--
	Service and other receipts	--	--	--	12	.2
	All other commodities	--	--	--	19	.2
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADE (Commodity coverage, 95.4%)	219			122,590	100.0
37	Drugs and drug sundries	169	99,017	97.0	96,034	78.3
	Druggists' rubber goods	2	1,962	1.5	29	--
	Drugs, chemicals, pharmaceuticals	99	58,808	95.0	55,876	--
	Proprietary medicines	49	23,706	94.4	22,372	--
	Drug sundries (except soap)	30	7,903	56.8	4,485	--
	Amount not itemized	--	--	--	13,272	--
41	Soaps and toiletries	78	48,055	53.8	25,831	21.1
	Toilet articles	7	6,662	26.9	1,794	--
	Toilet preparations, except soaps	65	36,700	50.9	18,678	--
	Toilet soaps	16	8,099	15.6	1,263	--
	Other soaps	21	17,219	1.4	236	--
	Amount not itemized	--	--	--	3,860	--
60	Surgical, dental, hospital equipment	12	4,553	15.7	715	.6
	Service and other receipts	--	--	--	10	--
	DRY GOODS (SPECIALTY LINES) TRADE (Commodity coverage, 98.3%)	202			177,313	100.0
30	Notions	87	40,697	91.3	37,141	20.9
31	Piece goods	109	139,443	95.2	132,683	74.8
	Cottons	37	23,540	77.4	18,231	--
	Jute fabrics	1	22	9.1	2	--
	Linens	2	1,731	20.0	347	--
	Rayons	44	49,367	53.1	26,214	--
	Silks and velvets	46	49,876	52.5	26,203	--
	Woolens and worsted	8	12,541	92.9	11,656	--
	Curtains, draperies, upholsteries	5	4,452	89.5	3,984	--
	Other	3	889	95.6	850	--
	Amount not itemized	--	--	--	45,196	--
33	Yarns	19	19,813	12.9	2,550	1.4
34	Textile products (except as listed)	8	10,298	27.2	2,796	1.6
56	Industrial equipment and supplies (except electrical and railroad)	6	5,990	17.1	1,024	.6
	Service and other receipts	--	--	--	321	.2
	All other commodities	--	--	--	798	.5
	ELECTRICAL GOODS TRADE (Commodity coverage, 99.6%)	415			348,343	100.0
36	Automotive parts and accessories	34	16,896	28.8	4,862	1.4
43	Wiring supplies and electrical construction materials	112	122,855	42.7	52,512	15.1
	Interior	42	16,401	69.8	11,447	--
	Outside	11	6,309	15.2	957	--
	Lighting fixtures	42	64,492	2.5	1,583	--
	Incandescent lamps	28	40,635	94.5	38,390	--
	Amount not itemized	--	--	--	135	--
44	Electrical apparatus and equipment	218	280,710	86.9	243,829	70.0
45	Radios, appliances, specialties	188	82,188	40.5	33,291	9.5
	Radios and accessories	16	6,501	26.2	1,704	--
	Electric refrigerators	117	74,106	25.6	18,963	--
	Other electrical appliances	106	73,199	17.2	12,624	--

(continued on next page)

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1/ The ratio which the particular item in column B bears to the corresponding item in column A.

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (Continued)					
	ELECTRICAL GOODS TRADE (continued)					
51	Plumbing, heating, air-conditioning	28	$60,373	.9	$547	.2
63	Copper	7	9,087	31.3	2,841	.8
	Service and other receipts	--	--	--	10,461	3.0
	FARM PRODUCTS (CONSUMER GOODS) TRADE (Commodity coverage, 90.2%)	313			64,562	100.0
2	Beer and other malt liquors	4	941	13.7	129	.2
3	Butter and cheese	86	34,436	70.5	24,267	37.6
4	Canned foods	9	4,471	28.6	1,278	2.0
6	Confectionery and ice cream	257	33,663	83.0	27,943	43.3
7	Dairy and poultry products (except butter and cheese)	74	26,242	40.6	10,650	16.5
	Eggs	14	4,615	4.7	218	--
	Milk and cream, fluid	38	13,418	39.9	5,355	--
	Poultry	2	435	59.8	260	--
	Other	30	12,795	33.8	4,329	--
	Amount not itemized	--	--	--	488	--
11	Groceries (except as listed)	31	9,966	1.3	134	.2
	Service and other receipts	--	--	--	63	.1
	All other commodities	--	--	--	98	.1
	FARM SUPPLIES TRADE (Commodity coverage, 94%)	66			29,884	100.0
9	Flour	7	811	27.1	220	.7
18	Feed	29	2,851	73.1	2,084	7.0
	Hay, straw and alfalfa	14	993	12.1	120	--
	Mixed and other	26	2,761	69.0	1,904	--
	Amount not itemized	--	--	--	60	--
19	Grains	17	1,468	29.4	432	1.4
42	Other chemicals	3	1,435	24.4	350	1.2
90	Fertilizer and fertilizer materials	33	26,633	94.5	25,172	84.2
	Service and other receipts	--	--	--	196	.7
	All other commodities	--	--	--	1,430	4.8
	FURNITURE AND HOUSE FURNISHINGS TRADE (Commodity coverage, 99.9%)	248			78,946	100.0
31	Piece goods	21	6,966	33.0	2,296	2.9
34	Textile products (except as listed)	39	25,742	3.6	918	1.2
46	China, glassware and crockery	6	808	100.0	808	1.0
47	Furniture, wooden and metal	119	32,188	96.3	30,983	39.2
	Household	85	22,514	100.0	22,514	--
	Office and store	30	7,232	80.1	5,791	--
	Amount not itemized	--	--	--	2,678	--
48	House furnishings	115	42,487	95.3	40,482	51.3
	Carpets and rugs	48	24,932	97.8	24,388	--
	Other floor coverings	3	3,529	99.9	3,525	--
	House furnishings (except as listed)	59	13,579	90.2	12,251	--
	Amount not itemized	--	--	--	318	--
	Service and other receipts	--	--	--	302	.4
	All other commodities	--	--	--	3,157	4.0
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 92.8%)	2,962			2,089,418	100.0
1	Bakery products	496	102,410	93.3	95,506	4.6
3	Butter and cheese	842	991,136	10.2	100,774	4.8
4	Canned foods	1,093	1,179,146	13.7	161,432	7.7
	Canned fruits	53	72,144	33.4	24,109	--
	Canned vegetables	56	80,355	16.1	12,965	--
	Canned fish and sea foods	53	79,836	18.0	14,333	--
	Canned meats	875	1,044,846	2.5	26,630	--
	Canned milk	667	807,182	4.6	36,852	--
	Other	703	798,136	2.8	22,384	--
	Amount not itemized	--	--	--	24,159	--
5	Coffee	550	207,720	29.0	60,264	2.9
6	Confectionery and ice cream	220	69,970	49.0	34,274	1.6
7	Dairy and poultry products (except butter and cheese)	848	994,851	9.6	95,012	4.5
9	Flour	188	242,388	43.2	104,779	5.0
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (continued)					
11	Groceries (except as listed)	2,071	$1,692,557	21.1	$357,796	17.1
	Cereal preparations	243	286,540	29.0	82,962	--
	Extracts and spices	28	12,384	15.1	1,868	--
	Lard substitutes and cooking fats	848	1,096,716	9.5	104,101	--
	Nuts (all kinds)	31	96,603	5.3	5,083	--
	Butter substitutes	628	787,432	1.0	7,716	--
	Pickles, preserves and sauces	150	140,743	14.1	19,849	--
	Rice	5	5,285	3.0	156	--
	Teas	489	144,929	2.9	4,235	--
	Other	1,054	420,654	29.2	122,823	--
	Amount not itemized	--	--	--	9,003	--
12	Meats and meat products	925	1,055,803	71.8	758,577	36.3
	Lard	871	1,022,740	3.8	38,872	--
	Meats, fresh	888	1,031,778	45.3	466,964	--
	Meats, cured or smoked	879	1,019,668	20.5	209,218	--
	Other	489	602,219	4.8	28,912	--
	Amount not itemized	--	--	--	14,611	--
13	Soft drinks	37	9,501	55.8	5,299	.3
14	Sugar	9	160,163	86.2	137,988	6.6
16	Other food and related products	268	222,801	2.2	4,827	.2
18	Feed	149	170,923	16.4	27,949	1.3
26	Other farm products	3	70,544	28.0	19,748	1.0
39	Oils, animal and vegetable	313	567,545	1.6	8,966	.4
41	Soaps and toiletries	747	993,037	10.0	99,209	4.8
42	Other chemicals	166	334,494	2.8	9,317	.5
	Service and other receipts	--	--	--	1,145	.1
	All other commodities	--	--	--	6,556	.3
	HARDWARE TRADE (Commodity coverage, 59.0%)	53			10,810	100.0
36	Automotive parts and accessories	3	1,614	9.4	152	1.4
50	Hardware	53	10,810	98.6	10,657	98.6
	Builders' hardware	12	761	98.6	750	--
	Shelf or light hardware	12	5,137	53.1	2,729	--
	Tools and cutlery	17	4,970	57.7	2,866	--
	Other	18	4,363	92.6	4,041	--
	Amount not itemized	--	--	--	271	--
	Service and other receipts	--	--	--	1	--
	JEWELRY AND OPTICAL GOODS TRADE (Commodity coverage, 99.9%)	248			91,428	100.0
91	Jewelry, silverwear, etc.	42	72,477	99.6	72,212	79.0
	Clocks and watches	5	1,028	100.0	1,028	--
	Jewelry	9	2,981	97.8	2,914	--
	Precious stones and metals	5	52,705	99.7	52,536	--
	Silverware and plated ware	21	15,797	98.5	15,555	--
	Amount not itemized	--	--	--	179	--
96	Optical goods	206	18,951	97.5	18,470	20.2
	Service and other receipts	--	--	--	36	--
	All other commodities	--	--	--	710	.8
	LUMBER AND CONSTRUCTION MATERIAL TRADE (Commodity coverage, 91.5%)	236			103,161	100.0
39	Oils, animal and vegetable	33	29,407	1.8	518	.5
40	Paints and varnishes	66	46,708	16.8	7,862	7.6
42	Other chemicals	8	18,476	3.7	676	.7
48	House furnishings	12	9,145	23.0	2,099	2.0
50	Hardware	24	26,309	3.0	785	.8
70	Brick, tile, and terra cotta	42	5,341	94.7	5,060	4.9
71	Building stone, slate, concrete	12	1,896	48.7	923	.9
72	Cement, lime, plaster, stucco	40	16,730	72.3	12,103	11.7
73	Coal and coke	4	997	21.3	212	.2
75	Glass (sheet and containers)	55	38,036	76.5	29,086	28.2
	Sheet glass	50	36,279	77.2	28,024	--
	Amount not itemized	--	--	--	1,062	--
77	Sand, gravel, crushed stone	7	1,448	19.5	282	.3

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity.

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (Continued)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	LUMBER AND CONSTRUCTION MATERIALS TRADE (continued)					
80	Lumber	26	$11,534	96.6	$11,143	10.8
84	Woodwork and wood products	13	1,722	78.3	1,349	1.3
87	Building materials (except as listed)	55	35,264	74.2	26,157	25.4
	Service and other receipts	--	--	--	422	.4
	All other commodities	--	--	--	4,484	4.3
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 95.5%)	2,453			662,145	100.0
31	Piece goods	32	5,206	88.0	4,580	.7
32	Shoes and other footwear	3	9,833	23.3	2,295	.3
34	Textile products (except as listed)	17	3,573	52.6	1,878	.3
35	Automobiles and motor vehicles	100	124,559	46.5	57,897	8.7
	Commercial vehicles	63	94,678	17.0	16,119	--
	Tractors	100	124,559	33.5	41,778	--
36	Automotive parts and accessories	19	34,303	17.4	5,964	.9
37	Drugs and drug sundries	40	23,764	45.0	10,695	1.6
41	Soaps and toiletries	50	15,826	34.5	5,462	.8
42	Other chemicals	83	17,302	55.5	9,597	1.5
43	Wiring supplies and electrical construction materials	4	9,944	9.3	922	.1
44	Electrical apparatus and equipment	32	22,364	11.9	2,652	.4
50	Hardware	30	11,918	60.1	7,168	1.1
51	Plumbing, heating, air-conditioning	17	6,343	57.1	3,623	.5
54	Barber and beauty-parlor equipment	20	3,885	76.4	2,969	.5
55	Farm machinery and garden equipment	264	213,152	63.7	135,850	20.5
56	Industrial equipment and supplies (except electrical and railroad)	568	240,035	45.5	109,244	16.5
	Belting, mechanical rubber goods, etc.	52	33,876	48.4	16,385	--
	Power transmission equipment	81	9,403	96.3	9,056	--
	Materials-handling equipment	18	2,263	20.6	467	--
	Metal-working tools	64	24,780	94.3	23,361	--
	Rope, cordage, and twine	84	101,604	9.5	9,638	--
	Other	273	65,485	74.8	49,015	--
	Amount not itemized	--	--	--	1,322	--
57	Industrial machinery (non-electrical)	468	145,141	83.1	120,659	18.2
	Construction machinery	61	14,648	91.3	13,369	--
	Machine tools (power driven)	10	2,850	89.2	2,543	--
	Mine, quarry, pump machinery	67	36,027	62.1	22,387	--
	Oil well and refining machinery	149	28,288	97.4	27,560	--
	Power plant machinery (except electrical)	24	19,475	40.8	7,950	--
	Textile machinery	20	15,718	92.8	14,585	--
	Other	151	41,194	74.6	30,749	--
	Amount not itemized	--	--	--	1,516	--
58	Office and store machines and equipment	964	133,097	67.4	89,716	13.6
	Office machines and equipment	879	103,991	73.8	76,789	--
	Store fixtures and equipment	83	28,616	43.8	12,525	--
	Amount not itemized	--	--	--	402	--
59	Railroad equipment and supplies	26	19,865	21.1	4,190	.6
60	Surgical, dental, hospital equipment	131	20,523	98.4	20,186	3.1
64	Iron and steel (except scrap)	29	6,515	26.4	1,721	.3
75	Glass (sheet and containers)	6	4,778	84.7	4,049	.6
88	Cameras and supplies	13	3,559	50.7	1,803	.3
	Service and other receipts	--	--	--	31,152	4.7
	All other commodities	--	--	--	27,873	4.2
	METALS AND METAL WORK (EXCEPT SCRAP) TRADE (Commodity coverage, 98.1%)	246			238,748	100.0
30	Notions	4	4,832	27.9	1,350	.6
34	Textile products (except as listed)	4	1,725	15.0	258	.1
42	Other chemicals	7	37,824	4.5	1,695	.7
43	Wiring supplies and electrical construction materials	5	25,432	12.5	3,184	1.3
50	Hardware	42	35,497	21.6	7,674	3.2
51	Plumbing, heating, air-conditioning	17	19,969	3.2	638	.3
57	Industrial machinery (non-electrical)	21	24,228	2.9	701	.3
62	Building metal work	16	16,545	39.6	6,544	2.7
63	Copper	28	108,305	22.2	24,046	10.1
	METALS AND METAL WORK (EXCEPT SCRAP) TRADE (continued)					
64	Iron and steel (except scrap)	201	$172,953	89.8	$155,339	65.1
	Iron and steel pipe	14	64,010	8.0	5,124	--
	Seamless steel tubing	15	163,334	3.8	6,146	--
	Pig iron	5	41,123	1.2	502	--
	Rough castings and forgings	4	40,862	2.4	995	--
	Steel sheet	32	78,253	21.6	16,876	--
	Structural iron and steel	47	65,349	48.8	31,906	--
	Wire fencing	34	76,054	3.4	2,548	--
	Wire and wire rope or cable	58	80,769	28.1	22,705	--
	Other rolled iron and steel	53	84,970	21.9	18,619	--
	Amount not itemized	--	--	--	49,918	--
65	Lead (metallic) and zinc	10	4,789	35.7	1,708	.7
66	Metallic ores	5	11,902	93.1	11,078	4.6
69	Nonferrous metals (except as listed)	26	14,313	60.6	8,667	3.6
73	Coal and coke	4	64,949	1.1	713	.3
	Service and other receipts	--	--	--	337	.2
	All other commodities	--	--	--	14,816	6.2
	PAPER AND ITS PRODUCTS TRADE (Commodity coverage, 96.6%)	199			145,248	100.0
56	Industrial equipment and supplies (except electrical and railroad)	18	16,148	5.5	891	.6
64	Iron and steel (except scrap)	3	10,535	1.7	175	.1
81	Paper goods (boxes, bags, cups, etc.)	100	70,978	62.9	44,640	30.7
82	Paper, (printing, board, etc.)	65	101,466	77.9	79,046	54.4
	Cardboard and paper board	5	12,884	89.1	11,477	--
	Uncoated book, newsprint	30	33,728	57.4	19,371	--
	Wall paper	2	109	100.0	109	--
	Amount not itemized	--	--	--	48,089	--
83	Stationery and supplies	74	34,938	31.9	11,158	7.7
87	Building materials (except as listed)	16	15,112	3.5	523	.4
	Service and other receipts	--	--	--	814	.6
	All other commodities	--	--	--	8,001	5.5
	PETROLEUM AND ITS PRODUCTS TRADE (Commodity coverage, 94.5%)	53			17,178	100.0
76	Petroleum and its products	53	17,178	95.0	16,317	95.0
	Crude oil	7	4,534	32.5	1,475	--
	Gasoline and naphthas	2	4,348	45.2	1,966	--
	Fuel and gas oils	1	3,134	27.1	849	--
	Kerosene	1	3,134	.3	10	--
	Lubricants, automotive	19	5,595	38.2	2,140	--
	Lubricants, (except automotive)	5	1,792	29.5	529	--
	Other petroleum products	23	6,928	57.9	4,011	--
	Amount not itemized	--	--	--	5,337	--
	Service and other receipts	--	--	--	34	.2
	All other commodities	--	--	--	827	4.8
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 93.6%)	334			95,702	100.0
43	Wiring supplies and electrical construction materials	5	2,742	33.1	907	.9
44	Electrical apparatus and equipment	6	3,565	7.6	270	.3
45	Radios, appliances, specialties	5	1,488	13.4	200	.2
48	House furnishings	3	889	18.7	166	.2
50	Hardware	14	4,207	10.0	420	.4
51	Plumbing, heating, air-conditioning	334	95,702	89.2	85,363	89.2
	Air-conditioning equipment	22	5,498	8.8	483	--
	Gas appliances and supplies	49	12,871	39.1	5,028	--
	Oil burners	17	5,582	40.6	2,266	--
	Fittings, valves, brass goods	165	56,610	37.6	21,306	--
	Plumbing fixtures	157	55,134	31.8	17,547	--
	Stoves, ranges, furnaces (except gas and electric)	197	65,250	53.2	34,703	--
	Amount not itemized	--	--	--	4,030	--

(continued on next page)

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1/ The ratio which the particular item in column B bears to the corresponding item in column A.

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (Continued)					
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE (continued)					
56	Industrial equipment and supplies (except electrical)	9	$3,601	13.8	$498	.5
57	Industrial machinery (non-electrical)	8	2,097	14.3	300	.3
64	Iron and steel (except scrap)	103	33,689	21.7	7,322	7.7
	Iron and steel pipe	101	32,948	22.0	7,236	--
	Seamless steel tubing	4	2,559	.6	15	--
	Rough castings and forgings	1	422	3.6	15	--
	Steel sheet	5	1,044	5.4	56	--
	Service and other receipts	--	--	--	71	.1
	All other commodities	--	--	--	185	.2
	TOBACCO AND ITS PRODUCTS (EXCEPT LEAF) TRADE (Commodity coverage, 100%)	65			407,526	100.0
81	Paper goods (boxes, bags, cups, etc.)	3	217,472	.3	558	.1
89	Tobacco products	65	407,526	99.2	404,137	99.2
	Cigars	58	341,372	11.8	40,421	--
	Cigarettes	11	372,572	78.3	291,656	--
	Other tobacco products	11	371,310	18.8	69,708	--
	Amount not itemized	--	--	--	2,352	--
	Service and other receipts	--	--	--	2,831	.7
	ALL OTHER TRADES (Commodity coverage, 98.6%)	361			165,192	100.0
28	Clothing and accessories, women's and children's	2	5,300	11.4	602	.4
30	Notions	2	2,196	9.4	206	.1
31	Piece goods	4	7,225	35.2	2,546	1.5
33	Yarns	12	16,640	80.2	13,338	8.1
	Cotton yarns	6	11,881	56.6	6,722	--
	Rayon yarns	1	2,295	100.0	2,295	--
	Silk yarns	3	5,305	44.0	2,335	--
	Woolen and worsted yarns	1	8	100.0	8	--
	Other	1	2,084	77.2	1,608	--
	Amount not itemized	--	--	--	370	--
34	Textile products (except as listed)	28	22,088	77.5	17,116	10.4
39	Oils, animal and vegetable	29	29,639	99.9	29,602	17.9
50	Hardware	4	2,386	11.2	268	.2
56	Industrial equipment and supplies (except electrical and railroad)	31	4,902	45.2	2,214	1.3
73	Coal and coke	20	520	33.7	175	.1
78	Books, magazines, sheet music, etc.	50	19,901	98.8	19,653	11.9
79	Logs, ties, pulpwood	2	1,683	100.0	1,683	1.0
81	Paper goods (boxes, bags, cups, etc.)	5	8,251	41.1	3,394	2.1
84	Woodwork and wood products	37	10,487	91.6	9,606	5.8
93	Leather and cut stock	71	58,569	96.9	56,737	34.3
94	Luggage, harness, etc.	21	2,454	41.7	1,024	.6
	Service and other receipts	--	--	--	153	.1
	All other commodities	--	--	--	6,875	4.2
	MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)					
	AMUSEMENT AND SPORTING GOODS TRADE (Commodity coverage, 99.7%)	139			118,819	100.0
88	Cameras and supplies	4	33,819	100.0	33,819	28.5
95	Motion picture film rentals	131	84,925	98.8	83,922	70.6
	All other commodities	--	--	--	1,078	.9
	AUTOMOTIVE TRADE (Commodity coverage, 98.8%)	32			52,922	100.0
35	Automobiles and motor vehicles	6	37,110	92.1	34,193	64.6
	Automobiles, passenger	5	25,690	72.6	18,661	--
	Commercial vehicles	6	37,110	41.9	15,532	--
36	Automotive parts and accessories	30	40,793	45.9	18,709	35.4
	Batteries	14	29,606	19.3	5,702	--
	Tires and tubes	1	9,608	.8	81	--
	Other equipment	14	31,512	32.4	10,213	--
	Amount not itemized	--	--	--	2,713	--
	All other commodities	--	--	--	20	--

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	BEER, WINES AND LIQUORS TRADE (Commodity coverage, 82.2%)	30			$66,816	100.0
2	Beer and other malt liquors	6	$997	100.0	997	1.5
15	Wines and liquors	24	65,819	99.0	65,152	97.5
	Liquors	23	64,819	99.0	64,152	--
	Amount not itemized	--	--	--	1,000	--
	All other commodities	--	--	--	667	1.0
	CHEMICALS AND PAINTS TRADE (Commodity coverage, 98.6%)	197			187,427	100.0
38	Chemicals, industrial and heavy	41	101,760	90.3	91,928	49.0
40	Paints and varnishes	39	28,022	75.5	21,143	11.3
42	Other chemicals	122	92,466	71.8	66,386	35.4
	Service and other receipts	--	--	--	107	.1
	All other commodities	--	--	--	7,863	4.2
	CLOTHING AND FURNISHINGS TRADE (Commodity coverage, 96.4%)	194			97,407	100.0
27	Clothing and furnishings, men's and boys'	98	43,626	97.4	42,476	43.6
	Hats and caps	7	1,339	76.5	1,025	--
	Furnishings (except shoes)	60	25,641	96.6	24,774	--
	Suits and overcoats	20	7,778	99.8	7,765	--
	Work clothing	8	5,062	100.0	5,062	--
	Amount not itemized	--	--	--	3,850	--
28	Clothing and accessories, women's and children's	91	53,972	96.8	52,236	53.6
	Girls' wear	4	1,185	54.4	645	--
	Infants' wear	9	2,058	92.8	1,910	--
	Dresses	13	6,143	100.0	6,143	--
	Hosiery	11	24,047	80.1	19,251	--
	Millinery	7	1,087	100.0	1,087	--
	Underwear, negligees, etc.	23	18,217	69.3	12,631	--
	Suits and overcoats (except fur)	3	324	100.0	324	--
	Other (except shoes and furs)	15	9,354	46.1	4,316	--
	Amount not itemized	--	--	--	5,929	--
32	Shoes and other footwear	9	1,582	100.0	1,582	1.6
	Service and other receipts	--	--	--	75	.1
	All other commodities	--	--	--	1,038	1.1
	COAL AND COKE TRADE (Commodity coverage, 100%)	6			11,526	100.0
73	Coal and coke	6	11,526	100.0	11,526	100.0
	Coke	4	10,883	99.6	10,844	--
	Amount not itemized	--	--	--	682	--
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADE (Commodity coverage, 65.4%)	27			6,505	100.0
37	Drugs and drug sundries	8	3,713	100.0	3,713	57.1
	Drugs, chemicals, pharmaceuticals	5	3,435	100.0	3,435	--
	Proprietary medicines	1	48	72.9	35	--
	Drug sundries (except soap)	2	278	87.4	243	--
41	Soaps and toiletries	19	2,792	98.9	2,762	42.4
	Toilet articles	3	680	100.0	680	--
	Toilet preparations, except soap	16	2,050	99.6	2,042	--
	Amount not itemized	--	--	--	40	--
	All other commodities	--	--	--	30	.5
	DRY GOODS (SPECIALTY LINES) TRADE (Commodity coverage, 98.9%)	131			222,891	100.0
30	Notions	21	14,761	77.6	11,460	5.2
31	Piece goods	106	209,611	98.7	206,916	92.8
	Cottons	43	77,772	68.7	53,434	--
	Linens	8	2,067	6.2	128	--
	Rayons	24	70,202	31.5	22,136	--
	Silks and velvets	10	1,576	70.1	1,104	--
	Woolens and worsteds	18	128,257	68.8	88,240	--
	Domestics	4	52,101	5.2	2,734	--
	Curtains, draperies, upholsteries	16	55,100	8.7	4,774	--
	Other	5	5,426	25.5	1,383	--
	Amount not itemized	--	--	--	32,983	--
	All other commodities	--	--	--	4,515	2.0

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity.

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (Continued)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	ELECTRICAL GOODS TRADE (Commodity coverage, 99.4%)	260			$136,332	100.0
36	Automotive parts and accessories	5	$12,006	47.8	5,738	4.2
43	Wiring supplies and electrical construction materials	[illegible]	67,743	46.5	31,533	23.1
	Interior	42	36,144	77.3	27,930	--
	Outside	14	8,516	10.3	881	--
	Lighting fixtures	23	28,309	.8	236	--
	Amount not itemized	--	--	--	2,486	--
44	Electrical apparatus and equipment	169	81,283	84.1	68,345	50.2
45	Radios, appliances, specialties	54	46,666	39.7	18,533	13.6
	Electrical refrigerators	35	33,727	20.3	6,845	--
	Other electrical appliances	51	45,980	25.4	11,688	--
51	Plumbing, heating, air-conditioning	20	32,045	.9	289	.2
56	Industrial equipment and supplies (except electrical and railroad)	31	11,947	10.3	1,232	.9
57	Industrial machinery (non-electrical)	30	10,592	24.7	2,618	1.9
63	Copper	22	28,976	27.7	8,022	5.9
	Service and other receipts	--	--	--	22	--
	FARM PRODUCTS - CONSUMER GOODS TRADE (Commodity coverage, 100.0%)	5			3,350	100.0
3	Butter and cheese	5	3,350	93.9	3,145	93.9
	All other commodities	--	--	--	205	6.1
	FARM SUPPLIES TRADE (Commodity coverage, 95.2%)	28			16,224	100.0
18	Feed	3	527	93.2	491	3.0
90	Fertilizer and fertilizer materials	24	15,636	98.2	15,361	94.7
	All other commodities	--	--	--	372	2.3
	FURNITURE AND HOUSE FURNISHINGS TRADE (Commodity coverage, 99.4%)	112			55,717	100.0
31	Piece goods	12	2,883	80.2	2,313	4.2
34	Textile products (except as listed)	4	7,198	27.3	1,968	3.5
46	China, glassware, and crockery	[illegible]	2,195	99.8	2,190	3.9
47	Furniture, wooden and metal	24	1,957	99.4	1,945	3.5
48	House furnishings	55	48,564	92.9	45,126	81.0
	Carpets and rugs	30	30,449	82.0	24,964	--
	Other floor coverings	12	23,003	82.1	18,877	--
	House furnishings (except as listed)	12	714	86.6	618	--
	Amount not itemized	--	--	--	667	--
49	Musical instruments, accessories	7	743	100.0	743	1.3
	Service and other receipts	--	--	--	11	--
	All other commodities	--	--	--	1,421	2.6
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 95.4%)	182			242,080	100.0
1	Bakery products	5	644	100.0	644	.3
3	Butter and cheese	7	51,913	8.9	4,613	1.9
4	Canned foods	24	60,727	18.6	11,301	4.7
6	Confectionery and ice cream	18	40,780	99.5	40,559	16.8
	Candy	6	40,133	100.0	40,133	--
	Other	12	647	65.8	426	--
7	Dairy and poultry products (except butter and cheese)	7	51,913	2.2	1,132	.5
9	Flour	6	5,952	96.8	5,760	2.4
11	Groceries (except as listed)	82	106,773	20.9	22,352	9.2
	Cereal preparations	6	8,192	38.0	3,113	--
	Extracts and spices	24	872	65.1	568	--
	Lard substitutes and cooking fats	8	52,535	6.3	3,304	--
	Butter substitutes	7	51,913	1.6	831	--
	Pickles, preserves and sauces	1	90	33.3	30	--
	Other	38	45,104	24.8	11,180	--
	Amount not itemized	--	--	--	3,326	--
13	Meats and meat products	10	57,227	74.9	42,891	17.7
	Lard	7	51,913	6.3	3,275	--
	Meats, fresh	8	56,222	47.5	26,686	--
	Meats, cured or smoked	9	52,918	21.3	11,249	--
	Other	4	42,839	2.7	1,169	--
	Amount not itemized	--	--	--	512	--
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (continued)					
14	Sugar	4	$29,579	99.7	$29,502	12.2
18	Feed	11	54,463	1.5	833	.3
39	Oils, animal and vegetable	7	50,618	.7	348	.1
41	Soaps and toiletries	47	107,151	48.9	52,441	21.7
	Toilet preparations, except soap	18	47,868	23.3	11,170	--
	Toilet soaps	46	105,692	11.4	12,039	--
	Other soaps	46	105,692	26.3	27,784	--
	Amount not itemized	--	--	--	1,448	--
42	Other chemicals	[illegible]	106,689	2.8	3,008	1.2
75	Glass (sheet and containers)	21	22,209	100.0	22,209	9.2
	Glass containers	21	22,209	100.0	22,209	--
	Service and other receipts	--	--	--	10	--
	All other commodities	--	--	--	4,477	1.8
	HARDWARE TRADE (Commodity coverage, 94.8%)	28			9,553	100.0
50	Hardware	28	9,553	87.2	8,327	87.2
	Builders' hardware	2	490	95.5	468	--
	Shelf or light hardware	4	3,574	100.0	3,574	--
	Tools and cutlery	3	871	100.0	871	--
	Other	9	1,528	88.5	1,353	--
	Amount not itemized	--	--	--	2,061	--
	All other commodities	--	--	--	1,226	12.8
	JEWELRY AND OPTICAL GOODS TRADE (Commodity coverage, 100.0%)	41			6,515	100.0
48	House furnishings	3	888	24.7	219	3.4
91	Jewelry, silverware, etc.	41	6,515	95.9	6,248	95.9
	Clocks and watches	6	630	100.0	630	--
	Jewelry	17	976	100.0	976	--
	Silverware and plated ware	8	4,148	94.8	3,932	--
	Amount not itemized	--	--	--	710	--
	All other commodities	--	--	--	48	.7
	LUMBER AND CONSTRUCTION MATERIALS TRADE (Commodity coverage, 93.4%)	251			158,042	100.0
40	Paints and varnishes	15	7,160	10.7	763	.5
56	Industrial equipment and supplies (except electrical and railroad)	5	14,640	43.0	6,298	4.0
62	Building metal work	[illegible]	5,764	98.8	5,695	3.6
64	Iron and steel (except scrap)	12	678	31.3	212	.1
70	Brick, tile, and terra cotta	35	3,512	92.8	3,258	2.1
71	Building stone, slate, concrete	6	334	100.0	334	.2
72	Cement, lime, plaster, stucco	57	30,099	79.7	23,989	15.2
74	Crude nonmetallic minerals (except as listed)	5	5,698	33.3	1,899	1.2
75	Glass (sheet and containers)	16	39,592	100.0	39,592	25.1
	Sheet glass	16	39,592	100.0	39,592	--
76	Petroleum and its products	4	5,212	20.5	1,067	.7
77	Sand, gravel, crushed stone	4	226	84.5	191	.1
80	Lumber	14	4,377	97.7	4,278	2.7
84	Woodwork and wood products	7	185	98.9	183	.1
87	Building materials (except as listed)	100	80,605	84.0	67,690	42.8
	Service and other receipts	--	--	--	152	.1
	All other commodities	--	--	--	2,441	1.5
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 89.4%)	1,021			440,359	100.0
31	Piece goods	21	21,536	99.8	21,490	4.9
42	Other chemicals	14	2,659	38.1	1,013	.2
44	Electrical apparatus and equipment	20	7,750	31.6	2,451	.5
46	China, glassware, and crockery	8	1,281	100.0	1,281	.3
50	Hardware	6	1,326	91.5	1,213	.3
55	Farm machinery and garden equipment	3	650	100.0	650	.1

(continued on next page)

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1/ The ratio which the particular item in column B bears to the corresponding item in column A.

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS) (Continued)					
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (continued)					
56	Industrial equipment and supplies (except electrical and railroad)	264	$201,471	89.3	$179,999	40.9
	Belting, mechanical rubber goods, etc.	24	5,436	60.5	3,291	--
	Power transmission equipment	34	13,023	64.5	8,401	--
	Metal-working tools	14	8,791	79.2	6,965	--
	Rope, cordage, and twine	5	2,213	87.3	1,932	--
	Other	184	171,606	92.9	159,410	--
57	Industrial machinery (non-electrical)	346	101,756	86.2	87,681	19.9
	Construction machinery	45	10,144	95.6	9,702	--
	Machine tools (power driven)	21	9,243	93.7	8,665	--
	Mine, quarry, pump machinery	22	5,799	31.6	1,833	--
	Oil well and refining machinery	26	14,881	61.0	9,074	--
	Power plant machinery (except electrical)	122	40,731	85.2	34,700	--
	Textile machinery	9	1,996	100.0	1,996	--
	Other	116	27,931	77.7	21,711	--
58	Office and store machines and equipment	233	15,569	95.5	14,876	3.4
59	Railroad equipment and supplies	41	35,123	95.4	33,505	7.6
60	Surgical, dental, hospital equipment	35	3,017	97.1	2,928	.7
64	Iron and steel (except scrap)	14	11,601	34.3	3,975	.9
70	Brick, tile, and terra cotta	10	4,630	87.7	4,062	.9
75	Glass (sheet and containers)	27	42,171	100.0	42,171	9.6
	Glass containers	27	42,171	100.0	42,171	--
83	Stationery and supplies	16	1,962	92.4	1,813	.4
	Service and other receipts	--	--	--	1,700	.4
	All other commodities	--	--	--	39,551	9.0
	METALS AND METAL WORK (EXCEPT SCRAP) TRADE (Commodity coverage, 82.3%)	389			840,839	100.0
30	Notions	5	4,474	31.1	1,391	.2
38	Chemicals, industrial and heavy	10	46,116	2.6	1,209	.1
40	Paints and varnishes	4	9,991	17.8	1,781	.2
43	Wiring supplies and electrical construction materials	23	57,033	10.4	5,925	.7
61	Aluminum, bars, wire, etc.	30	60,718	94.5	57,363	6.8
63	Copper	33	84,383	31.3	26,431	3.2
64	Iron and steel (except scrap)	298	710,766	95.6	679,282	80.8
	Iron and steel pipe	77	191,960	21.3	40,880	--
	Seamless steel tubing	33	108,955	35.3	38,514	--
	Pig iron	20	176,318	1.6	2,790	--
	Rough castings and forgings	25	182,988	3.9	7,183	--
	Steel sheet	83	456,831	46.8	213,608	--
	Structural iron and steel	87	250,569	21.4	53,735	--
	Wire fencing	48	108,167	4.2	4,546	--
	Wire and wire rope or cable	37	110,012	41.4	45,529	--
	Other rolled iron and steel	88	299,210	47.8	143,148	--
	Amount not itemized	--	--	--	129,349	--
65	Lead (metallic) and zinc	9	10,321	24.3	2,512	.3
67	Scrap iron and steel	13	238,567	1.4	3,285	.4
69	Nonferrous metals (except as listed)	50	41,391	87.8	36,328	4.3
73	Coal and coke	10	114,835	4.4	5,015	.6
74	Crude nonmetallic minerals (except as listed)	6	47,902	3.5	1,694	.2
	All other commodities	--	--	--	18,623	2.2
	PAPER AND ITS PRODUCTS TRADE (Commodity coverage, 99.4%)	178			135,991	100.0
79	Logs, ties, pulpwood	3	6,343	43.6	2,768	2.0
81	Paper goods (boxes, bags, cups, etc.)	87	56,221	66.7	37,504	27.6
82	Paper (printing, board, etc.)	70	101,137	86.2	87,164	64.1
	Cardboard and paper board	21	55,065	84.2	46,377	--
	Uncoated book, newsprint	17	19,475	98.7	19,231	--
	Wall paper	1	225	100.0	225	--
	Amount not itemized	--	--	--	21,331	--
83	Stationery and supplies	40	8,141	97.8	7,963	5.8
	Service and other receipts	--	--	--	216	.2
	All other commodities	--	--	--	376	.3

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	PETROLEUM AND ITS PRODUCTS TRADE (Commodity coverage, 52.2%)	20			$24,467	100.0
76	Petroleum and its products	20	$24,467	99.7	24,396	99.7
	Crude oil	4	7,169	.5	34	--
	Gasoline and napthas	3	7,383	73.9	5,458	--
	Fuel and gas oils	2	7,284	3.1	228	--
	Kerosene	1	7,136	11.5	819	--
	Lubricants, automotive	6	8,111	12.7	1,031	--
	Lubricants (except automotive)	3	7,700	10.8	833	--
	Other petroleum products	3	7,327	3.1	224	--
	Amount not itemized	--	--	--	15,769	--
	Service and other receipts	--	--	--	17	.1
	All other commodities	--	--	--	54	.2
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 94.1%)	170			21,606	100.0
44	Electrical apparatus and equipment	10	8,503	19.6	1,669	7.7
51	Plumbing, heating, air-conditioning	170	21,606	83.0	17,935	83.0
	Air-conditioning equipment	46	4,340	34.5	1,498	--
	Gas appliances and supplies	36	3,887	68.7	2,670	--
	Oil burners	4	4,560	33.8	1,539	--
	Fittings, valves, brass goods	48	2,589	95.9	2,484	--
	Plumbing fixtures	9	4,075	86.5	3,526	--
	Stoves, ranges, furnaces (except gas and electric)	48	9,046	51.1	4,620	--
	Amount not itemized	--	--	--	1,598	--
56	Industrial equipment and supplies (except electrical and railroad)	9	404	36.4	147	.7
	Service and other receipts	--	--	--	6	--
	All other commodities	--	--	--	1,849	8.6
	TOBACCO AND ITS PRODUCTS (EXCEPT LEAF) TRADE (Commodity coverage, 82.2%)	121			260,026	100.0
89	Tobacco products	121	260,026	100.0	260,026	100.0
	Cigars	3	768	100.0	768	--
	Cigarettes	1	6,444	100.0	6,444	--
	Amounts not itemized	--	--	--	252,814	--
	ALL OTHER TRADES (Commodity coverage, 99.9%)	290			137,213	100.0
31	Piece goods	3	5,790	4.6	267	.2
33	Yarns	22	46,254	97.3	45,026	32.8
	Cotton yarns	5	3,361	100.0	3,361	--
	Rayon yarns	13	41,498	97.0	40,266	--
	Amount not itemized	--	--	--	1,399	--
34	Textile products (except as listed)	17	7,113	97.3	6,920	5.0
39	Oils, animal and vegetable	5	6,481	95.6	6,197	4.5
42	Other chemicals	16	18,576	15.8	2,934	2.1
78	Books, magazines, sheet music, etc.	109	32,428	93.4	30,279	22.1
79	Logs, ties, pulpwood	34	23,211	98.2	22,789	16.6
80	Lumber	5	2,867	14.5	416	.3
81	Paper goods (boxes, bags, cups, etc.)	4	5,398	36.6	1,977	1.5
84	Woodwork and wood products	35	6,515	100.0	6,515	4.7
93	Leather and cut stock	15	8,910	100.0	8,910	6.5
94	Luggage, harness, etc.	9	1,976	88.8	1,755	1.3
	Service and other receipts	--	--	--	282	.2
	All other commodities	--	--	--	2,946	2.2
	BULK TANK STATIONS (PETROLEUM AND ITS PRODUCTS)					
	PETROLEUM AND ITS PRODUCTS TRADE (Commodity coverage, 96.9%)	26,944			2,620,979	100.0
36	Automotive parts and accessories	8,354	819,472	3.2	26,181	1.0
76	Petroleum and its products	26,944	2,620,979	95.3	2,498,337	95.3
	Crude oil	261	73,965	11.7	8,648	--
	Gasoline and napthas	14,422	1,528,720	71.8	1,098,062	--
	Fuel and gas oils	7,633	1,110,035	12.1	134,670	--
	Kerosene	13,181	1,383,492	5.9	81,714	--
	Lubricants, automotive	13,328	1,378,386	7.5	103,697	--
	Lubricants (except automotive)	7,295	883,045	3.6	31,961	--
	Other petroleum products	10,011	1,114,046	2.6	28,448	--
	Amount not itemized	--	--	--	1,011,137	--
	Service and other receipts	--	--	--	2,630	.1
	All other commodities	--	--	--	93,831	3.6

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity.

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

AGENTS AND BROKERS

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	AMUSEMENT AND SPORTING GOODS TRADE	226			$21,876	100.0
	(Commodity coverage, 91.4%)					
43	Wiring supplies and electrical construction materials	4	$889	21.9	195	.9
45	Radios, appliances, specialties	6	189	18.0	34	.1
48	House furnishings	5	1,149	27.7	318	1.4
52	Sporting goods	40	3,796	93.6	3,552	16.2
53	Toys and games	80	10,584	89.2	9,446	43.2
83	Stationery and supplies	4	303	18.8	57	.3
88	Cameras and supplies	9	909	95.5	868	4.0
91	Jewelry, silverware, etc.	4	106	26.4	28	.1
94	Luggage, harness, etc.	6	146	26.7	39	.2
95	Motion picture film rentals	34	2,711	99.2	2,689	12.3
	All other commodities	--	--	--	4,650	21.3
	AUTOMOTIVE TRADE	429			53,688	100.0
	(Commodity coverage, 80.5%)					
31	Piece goods	3	4,749	56.2	2,669	5.0
35	Automobiles and motor vehicles	35	13,183	82.8	10,920	20.3
	Automobiles, passenger	12	5,928	76.0	4,507	--
	Commercial vehicles	16	7,795	67.0	5,225	--
	Tractors	9	845	79.3	670	--
	Amount not itemized	--	--	--	518	--
36	Automotive parts and accessories	400	45,062	74.2	33,443	62.3
	Batteries	55	1,117	24.8	277	--
	Tires and tubes	36	1,015	58.0	589	--
	Other equipment	307	31,623	76.4	24,155	--
	Amount not itemized	--	--	--	8,422	--
43	Wiring supplies and electrical construction materials	3	731	14.0	102	.2
45	Radios, appliances, specialties	12	6,367	5.9	376	.7
50	Hardware	8	997	20.6	205	.4
51	Plumbing, heating, air-conditioning	5	564	25.0	141	.3
56	Industrial equipment and supplies (except electrical and railroad)	8	7,801	30.6	2,390	4.4
	Service and other receipts	--	--	--	834	1.6
	All other commodities	--	--	--	2,608	4.8
	BEER, WINES AND LIQUORS TRADE	68			21,071	100.0
	(Commodity coverage, 98.1%)					
2	Beer and other malt liquors	4	78	100.0	78	.4
4	Canned foods	5	1,769	19.5	345	1.6
6	Confectionery and ice cream	3	840	20.4	171	.8
13	Soft drinks	3	301	9.0	27	.1
15	Wines and liquors	65	20,997	96.9	20,354	96.6
	Liquors	49	11,139	93.8	10,444	--
	Wines	16	2,163	36.1	780	--
	Amount not itemized	--	--	--	9,130	--
	All other commodities	--	--	--	96	.5
	CHEMICALS AND PAINTS TRADE	395			92,364	100.0
	(Commodity coverage, 93.8%)					
11	Groceries (except as listed)	5	1,573	6.4	100	.1
38	Chemicals, industrial and heavy	97	25,733	85.9	22,106	23.9
39	Oils, animal and vegetable	25	5,365	30.5	1,639	1.8
40	Paints and varnishes	70	6,336	81.3	5,151	5.6
41	Soaps and toiletries	12	813	32.7	266	.3
42	Other chemicals	253	62,069	91.1	56,539	61.2
56	Industrial equipment and supplies (except electrical and railroad)	10	1,198	24.0	288	.3
57	Industrial machinery (non-electrical)	12	3,031	15.5	470	.5
64	Iron and steel (except scrap)	6	562	17.4	98	.1
74	Crude nonmetallic minerals (except as listed)	5	2,618	83.8	2,195	2.4
76	Petroleum and its products	5	1,898	8.2	156	.2
	Service and other receipts	--	--	--	154	.2
	All other commodities	--	--	--	3,202	3.4
	CLOTHING AND FURNISHINGS TRADE	1,101			355,951	100.0
	(Commodity coverage, 85.3%)					
27	Clothing and furnishings, men's and boys'	260	63,140	68.5	43,282	12.1
	Hats and caps	30	6,444	93.0	5,992	--
	Furnishings (except shoes)	138	36,516	57.8	21,117	--
	Suits and overcoats	65	14,275	55.8	7,959	--
	Work clothing	25	5,855	45.1	2,642	--
	Amount not itemized	--	--	--	5,572	--
	CLOTHING AND FURNISHINGS TRADE (continued)					
28	Clothing and accessories, women's and children's	788	$305,183	94.2	$287,513	80.8
	Girls' wear	41	9,696	19.2	1,858	--
	Infants' wear	47	6,835	46.1	3,152	--
	Dresses	252	81,474	56.5	46,054	--
	Hosiery	118	67,560	79.3	53,565	--
	Millinery	137	35,493	51.7	18,344	--
	Underwear, negligees, etc.	104	30,877	53.9	16,656	--
	Suits and coats (except fur)	145	67,120	40.6	27,232	--
	Other (except shoes and furs)	153	37,507	36.1	13,540	--
	Amount not itemized	--	--	--	107,112	--
29	Furs and fur clothing	96	24,670	48.8	12,041	3.4
32	Shoes and other footwear	72	11,113	94.7	10,520	2.9
34	Textile products (except as listed)	4	861	66.6	573	.2
	Service and other receipts	--	--	--	903	.3
	All other commodities	--	--	--	1,119	.3
	COAL AND COKE TRADE	435			426,330	100.0
	(Commodity coverage, 99.8%)					
64	Iron and steel (except scrap)	7	10.875	10.9	1,190	.3
73	Coal and coke	435	426,330	98.8	421,179	98.8
	Anthracite	89	142,984	84.1	120,193	--
	Bituminous	309	265,022	88.6	234,708	--
	Coke	54	48,843	25.5	12,467	--
	Amount not itemized	--	--	--	53,811	--
76	Petroleum and its products	4	3,891	11.3	438	.1
	Service and other receipts	--	--	--	2,503	.6
	All other commodities	--	--	--	1,020	.2
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADE	124			22,775	100.0
	(Commodity coverage, 84.7%)					
11	Groceries (except as listed)	5	1,919	21.6	415	1.8
16	Other food and related products	5	3,084	1.0	31	.1
37	Drugs and drug sundries	70	16,767	80.8	13,543	59.5
	Druggists' rubber goods	3	992	7.0	69	--
	Drugs, chemicals, pharmaceuticals	23	6,980	75.2	5,251	--
	Proprietary medicines	19	4,646	60.2	2,799	--
	Drug sundries (except soap)	24	7,288	33.8	2,461	--
	Amount not itemized	--	--	--	2,963	--
39	Oils, animal and vegetable	8	1,622	18.1	293	1.3
41	Soaps and toiletries	65	11,903	64.9	7,725	33.9
	Toilet articles	25	6,672	32.3	2,157	--
	Toilet preparations, except soap	43	9,264	45.0	4,171	--
	Toilet soaps	12	3,374	13.1	443	--
	Other soaps	7	2,086	2.8	59	--
	Amount not itemized	--	--	--	895	--
42	Other chemicals	6	3,404	3.9	134	.6
76	Petroleum and its products	5	3,822	.8	31	.1
93	Leather and cut stock	4	2,924	1.3	38	.2
	Service and other receipts	--	--	--	9	--
	All other commodities	--	--	--	556	2.5
	DRY GOODS (SPECIALTY LINES) TRADE	890			950,514	100.0
	(Commodity coverage, 93.6%)					
28	Clothing and accessories, women's and children's	23	49,885	6.3	3,130	.3
30	Notions	132	29,939	94.5	28,294	3.0
31	Piece goods	758	920,311	98.9	909,797	95.7
	Cottons	368	495,908	92.0	456,259	--
	Jute fabrics	7	2,905	12.6	367	--
	Linens	32	13,261	27.1	3,598	--
	Rayons	129	139,237	40.5	56,429	--
	Silks and velvets	133	69,506	41.6	28,917	--
	Woolens and worsteds	213	267,380	75.3	201,410	--
	Domestics	18	40,476	14.2	5,738	--
	Curtains, draperies, upholsteries	24	6,604	33.1	2,187	--
	Other	27	8,206	67.4	5,534	--
	Amount not itemized	--	--	--	149,358	--

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity.

1/ The ratio which the particular item in column B bears to the corresponding item in column A.

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

UNITED STATES SUMMARY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	AGENTS AND BROKERS (Continued)					
	DRY GOODS (SPECIALTY LINES) TRADE (continued)					
33	Yarns	9	$58,333	7.8	$4,553	.5
34	Textile products (except as listed)	25	2,377	71.1	1,691	.2
56	Industrial equipment and supplies (except electrical and railroad)	5	22,748	7.8	1,776	.2
	Service and other receipts	--	--	--	353	--
	All other commodities	--	--	--	920	.1
	ELECTRICAL GOODS TRADE (Commodity coverage, 96.1%)	605			44,063	100.0
36	Automotive parts and accessories	21	2,155	22.0	474	1.1
43	Wiring supplies and electrical construction materials	264	22,593	86.6	19,555	44.4
	Interior	133	14,143	78.0	11,035	--
	Outside	31	2,847	45.9	1,307	--
	Lighting fixtures	79	4,606	40.3	1,858	--
	Incandescent lamps	50	2,436	60.2	1,466	--
	Amount not itemized	--	--	--	3,889	--
44	Electrical apparatus and equipment	159	10,335	84.2	8,703	19.8
45	Radios, appliances, specialties	255	16,656	80.6	13,420	30.4
	Radios and accessories	125	9,673	78.2	7,562	--
	Electric refrigerators	32	1,606	52.7	847	--
	Other electrical appliances	126	6,756	57.7	3,898	--
	Amount not itemized	--	--	--	1,113	--
48	House furnishings	7	528	9.1	48	.1
50	Hardware	8	950	14.1	134	.3
51	Plumbing, heating, air-conditioning	20	868	19.8	172	.4
56	Industrial equipment and supplies (except electrical and railroad)	17	924	18.5	171	.4
57	Industrial machinery (non-electrical)	11	814	10.9	89	.2
64	Iron and steel (except scrap)	8	491	12.0	59	.1
	Service and other receipts	--	--	--	98	.2
	All other commodities	--	--	--	1,140	2.6
	FARM PRODUCTS - RAW MATERIALS TRADE (Commodity coverage, 94.9%)	2,848			2,572,727	100.0
17	Cotton, raw	472	324,357	98.2	318,651	12.4
18	Feed	53	56,314	8.3	4,655	.2
19	Grains	373	547,594	97.6	534,210	20.8
	Corn	154	270,824	32.7	88,673	--
	Wheat	179	319,313	60.7	193,815	--
	Other	191	251,502	22.1	55,493	--
	Amount not itemized	--	--	--	196,229	--
20	Hides, skins and raw furs	196	67,924	96.4	65,464	2.5
21	Livestock	1,291	3,340,275	37.6	1,256,473	48.8
	Cattle (including calves)	583	510,547	66.8	340,808	--
	Hogs	397	438,752	31.6	138,651	--
	Horses and mules	145	59,619	59.0	35,168	--
	Sheep and lambs	316	393,556	14.2	55,951	--
	Other	36	20,307	16.8	3,406	--
	Amount not itemized	--	--	--	682,489	--
23	Silk, raw	14	8,223	90.7	7,457	.3
24	Tobacco, leaf	363	223,508	100.0	223,508	8.7
25	Wool, raw	136	80,273	87.2	70,009	2.7
26	Other farm products	77	91,032	60.3	54,881	2.1
39	Oils, animal and vegetable	9	32,629	6.5	2,131	.1
	Service and other receipts	--	--	--	3,171	.1
	All other commodities	--	--	--	32,117	1.3
	FARM PRODUCTS - CONSUMER GOODS TRADE (Commodity coverage, 94.4%)	1,360			723,150	100.0
3	Butter and cheese	67	58,501	67.4	39,432	5.5
4	Canned foods	13	7,122	23.2	1,655	.2
7	Dairy and poultry products (except butter and cheese)	250	138,612	71.6	99,311	13.7
	Eggs	160	78,271	38.0	29,710	--
	Milk and cream, fluid	19	7,096	74.9	5,314	--
	Poultry	151	74,774	70.2	52,456	--
	Other	12	3,703	36.4	1,349	--
	Amount not itemized	--	--	--	10,482	--
9	Flour	6	1,934	44.3	857	.1
	FARM PRODUCTS - CONSUMER GOODS TRADE (continued)					
10	Fruits and vegetables	1,116	$580,382	98.6	$572,432	79.1
	Fresh fruits	673	393,150	68.6	269,807	--
	Fresh vegetables	663	297,851	56.7	168,893	--
	Amount not itemized	--	--	--	133,732	--
11	Groceries (except as listed)	22	24,639	4.7	1,163	.2
14	Sugar	8	3,668	32.4	1,190	.2
	Service and other receipts	--	--	--	480	.1
	All other commodities	--	--	--	6,630	.9
	FARM SUPPLIES TRADE (Commodity coverage, 96.3%)	256			84,074	100.0
4	Canned foods	6	2,539	5.1	129	.2
9	Flour	12	5,823	15.5	900	1.1
11	Groceries (except as listed)	9	2,779	16.9	469	.6
18	Feed	132	58,061	80.1	46,528	55.3
	Hay, straw, and alfalfa	59	7,766	66.8	5,189	--
	Mixed and other	65	40,151	73.1	29,370	--
	Amount not itemized	--	--	--	11,969	--
19	Grains	32	17,194	28.5	4,907	5.8
	Corn	15	9,963	15.4	1,530	--
	Wheat	10	3,528	4.5	160	--
	Other	15	8,884	22.2	1,973	--
	Amount not itemized	--	--	--	1,244	--
22	Seeds	19	3,745	57.0	2,135	2.5
26	Other farm products	5	8,837	18.9	1,670	2.0
39	Oils, animal and vegetable	7	7,012	17.2	1,203	1.4
42	Other chemicals	4	889	44.0	391	.5
74	Crude nonmetallic minerals (except as listed)	3	793	11.0	87	.1
90	Fertilizer and fertilizer materials	108	28,163	85.5	24,068	28.6
	Service and other receipts	--	--	--	62	.1
	All other commodities	--	--	--	1,525	1.8
	FURNITURE AND HOUSE FURNISHINGS TRADE (Commodity coverage, 97.5%)	406			73,389	100.0
31	Piece goods	57	26,266	75.2	19,752	26.9
	Cottons	4	1,890	27.7	524	--
	Linens	3	551	17.6	97	--
	Woolens and worsteds	1	400	25.0	100	--
	Domestics	35	22,734	63.4	14,415	--
	Curtains, draperies, upholsteries	23	6,728	62.8	4,225	--
	Amount not itemized	--	--	--	391	--
34	Textile products (except as listed)	4	236	80.9	191	.3
45	Radios, appliances, specialties	10	1,651	27.5	454	.6
46	China, glassware, and crockery	84	11,025	86.0	9,485	12.9
47	Furniture, wooden and metal	120	13,352	87.8	11,719	16.0
	Household	75	8,647	84.2	7,285	--
	Office and store	26	2,562	85.9	2,200	--
	Amount not itemized	--	--	--	2,234	--
48	House furnishings	160	28,925	80.5	23,285	31.7
	Carpets and rugs	59	17,784	59.6	10,607	--
	Other floor coverings	24	8,462	48.8	4,129	--
	House furnishings (except as listed)	82	6,426	60.1	3,861	--
	Amount not itemized	--	--	--	4,688	--
49	Musical instruments, accessories	4	322	100.0	322	.4
69	Nonferrous metals (except as listed)	5	238	44.5	106	.2
91	Jewelry, silverware, etc.	3	1,048	34.4	360	.5
98	Second-hand merchandise	21	1,108	95.1	1,054	1.4
	Service and other receipts	--	--	--	61	.1
	All other commodities	--	--	--	6,600	9.0
	GENERAL MERCHANDISE TRADE (Commodity coverage, 26.6%)	22			18,222	100.0
4	Canned foods	8	8,146	12.4	1,014	5.6
11	Groceries (except as listed)	7	8,428	8.0	673	3.7
27	Clothing and furnishings, men's and boys'	9	8,466	7.1	598	3.3
28	Clothing and accessories, women's and children's	8	7,250	51.8	3,759	20.6
31	Piece goods	10	14,034	14.2	1,994	10.9
37	Drugs and drug sundries	11	15,665	4.7	733	4.0
45	Radios, appliances, specialties	8	9,447	9.1	855	4.7

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity.

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 8.--COMMODITY SALES
[illegible] AND KINDS OF BUSINESS

([illegible] commodities are included in this tabulation.)

AGENTS AND BROKERS: Continued

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	GENERAL MERCHANDISE TRADE (continued)					
50	Hardware	13	$8,262	11.6	$960	5.3
64	Iron and steel (except scrap)	4	7,081	8.2	[illegible]	3.2
83	Stationery and supplies	4	[illegible]	36.1	[illegible]	[illegible]
	Service and other receipts	--	--	--	29	.2
	All other commodities	--	--	--	[illegible]	36.1
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 77.2%)	1,655			1,386,527	100.0
1	Bakery products	36	[illegible]	[illegible]	3,813	.3
3	Butter and cheese	[illegible]	24,899	16.6	4,140	.3
4	Canned foods	[illegible]	[illegible]	[illegible]	288,556	20.8
	Canned fruits	438	[illegible]	[illegible]	[illegible]	--
	Canned vegetables	[illegible]	313,513	25.0	78,287	--
	Canned fish and sea foods	[illegible]	305,363	14.9	45,639	--
	Canned meats	[illegible]	133,664	4.1	5,544	--
	Canned milk	183	136,426	[illegible]	19,245	--
	Other	[illegible]	137,996	9.1	12,559	--
	Amount not itemized	--	--	--	59,921	--
5	Coffee	220	179,753	52.9	95,087	6.9
	Green	134	120,640	68.6	82,751	--
	Roasted	74	48,810	[illegible]	3,908	--
	Amount not itemized	--	--	--	8,428	--
6	Confectionery and ice cream	126	84,496	[illegible]	19,699	1.4
7	Dairy and poultry products (except butter and cheese)	[illegible]	20,734	9.6	1,986	.1
8	Fish and sea foods	104	34,638	[illegible]	12,311	.9
9	Flour	204	126,560	52.5	66,423	4.8
10	Fruits and vegetables	82	60,708	10.6	6,464	.5
11	Groceries (except as listed)	819	[illegible]	34.5	174,120	12.6
	Cereal preparations	[illegible]	128,374	[illegible]	8,256	--
	Extracts and spices	129	80,907	[illegible]	3,852	--
	Lard substitutes and cooking fats	121	77,394	22.6	17,523	--
	Nuts (all kinds)	200	[illegible]	16.2	27,917	--
	Butter substitutes	[illegible]	31,546	5.3	1,677	--
	Pickles, preserves and sauces	209	122,771	5.9	7,294	--
	Rice	[illegible]	156,883	8.4	13,180	--
	Teas	67	35,757	10.9	3,909	--
	Other	[illegible]	298,514	23.9	[illegible]	--
	Amount not itemized	--	--	--	19,109	--
12	Meats and meat products	[illegible]	106,573	78.9	84,055	6.1
	Lard	[illegible]	31,741	28.8	9,145	--
	Meats, fresh	[illegible]	34,368	80.9	27,802	--
	Meats, cured or smoked	[illegible]	27,592	48.0	13,243	--
	Other	9	13,979	41.8	5,843	--
	Amount not itemized	--	--	--	28,022	--
13	Soft drinks	47	62,529	2.4	1,486	.1
14	Sugar	408	717,911	79.2	568,707	41.0
15	Wines and liquors	34	48,368	8.5	4,101	.3
16	Other food and related products	91	80,133	11.6	9,322	.7
18	Feed	49	34,332	7.0	2,398	.1
19	Grains	40	31,789	7.6	2,408	.2
26	Other farm products	[illegible]	52,282	6.6	3,466	.2
39	Oils, animal and vegetable	33	47,034	5.8	2,737	.2
41	Soaps and toiletries	49	60,486	4.5	2,886	.2
42	Other chemicals	68	81,738	3.3	2,673	.2
75	Glass (sheet and containers)	20	34,073	4.6	1,571	.1
81	Paper goods (boxes, bags, cups, etc.)	38	44,080	5.3	2,351	.2
	Service and other receipts	--	--	--	853	--
	All other commodities	--	--	--	24,914	1.8
	HARDWARE TRADE (Commodity coverage, 94.2%)	272			30,631	100.0
36	Automotive parts and accessories	6	2,909	13.0	379	1.2
43	Wiring supplies and electrical construction materials	7	2,021	17.1	345	1.1
45	Radios, appliances, specialties	6	640	22.3	143	.5
48	House furnishings	7	296	31.1	92	.3
50	Hardware	272	30,631	85.4	26,161	85.4
	Builders' hardware	[illegible]	4,133	57.6	2,380	--
	Heavy hardware	[illegible]	[illegible]	[illegible]	3,011	--
	Shelf or light hardware	73	[illegible]	62.9	4,399	--
	Tools and cutlery	[illegible]	[illegible]	[illegible]	[illegible]	--
	Wire screening	[illegible]	[illegible]	[illegible]	1,468	--
	Other	[illegible]	[illegible]	50.8	2,771	--
	Amount not itemized	--		--	9,679	--

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	HARDWARE TRADE (continued)					
51	Plumbing, heating, air-conditioning	17	$2,621	5.6	$147	.5
53	Toys and games	5	520	11.5	60	.2
55	Farm machinery and garden equipment	12	2,658	18.8	501	1.6
56	Industrial equipment and supplies (except electrical and railroad)	29	5,235	18.9	991	3.3
57	Industrial machinery (non-electrical)	4	242	14.5	35	.1
59	Railroad equipment and supplies	3	411	16.3	67	.2
64	Iron and steel (except scrap)	10	1,002	13.1	131	.4
94	Luggage, harness, etc.	3	1,424	7.1	101	.3
	Service and other receipts	--	--	--	179	.6
	All other commodities	--	--	--	1,299	4.3
	JEWELRY AND OPTICAL GOODS TRADE (Commodity coverage, 99.3%)	119			6,632	100.0
91	Jewelry, silverware, etc.	113	6,291	96.8	6,089	91.8
	Clocks and watches	16	2,454	82.9	2,034	--
	Jewelry	59	2,346	67.1	1,574	--
	Precious stones and metals	29	1,507	70.1	1,056	--
	Silverware and plated ware	18	1,356	57.0	773	--
	Amount not itemized	--	--	--	652	--
92	Optical goods	6	341	100.0	341	5.1
	Service and other receipts	--	--	--	4	.1
	All other commodities	--	--	--	198	3.0
	LUMBER AND CONSTRUCTION MATERIALS TRADE (Commodity coverage, 89.6%)	748			124,614	100.0
50	Hardware	28	1,880	22.5	423	.3
62	Building metal work	91	3,932	60.7	2,388	1.9
64	Iron and steel (except scrap)	30	2,406	25.8	621	.5
70	Brick, tile and terra cotta	88	6,702	81.1	5,434	4.4
71	Building stone, slate, concrete	49	4,242	52.0	2,207	1.7
72	Cement, lime, plaster, stucco	30	3,697	48.0	1,774	1.4
74	Crude nonmetallic minerals (except as listed)	7	716	26.3	188	.1
75	Glass (sheet and containers)	39	3,081	75.5	2,326	1.9
77	Sand, gravel, crushed stone	43	4,345	97.4	4,231	3.4
79	Logs, ties, pulpwood	23	9,856	26.1	2,568	2.1
80	Lumber	329	97,511	93.9	91,575	73.5
84	Woodwork and wood products	65	5,241	63.6	3,334	2.7
87	Building materials (except as listed)	114	7,037	62.9	4,425	3.6
	Service and other receipts	--	--	--	291	.2
	All other commodities	--	--	--	2,829	2.3
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 94.3%)	2,283			198,770	100.0
4	Canned foods	4	2,219	14.2	315	.2
14	Sugar	3	4,814	6.1	292	.1
16	Other food and related products	6	2,508	9.0	225	.1
19	Grains	5	905	36.5	330	.2
26	Other farm products	10	1,409	31.3	441	.2
31	Piece goods	54	9,561	49.0	4,682	2.3
34	Textile products (except as listed)	30	8,756	48.5	4,249	2.1
36	Automotive parts and accessories	20	3,127	12.8	399	.2
41	Soaps and toiletries	27	1,920	10.6	203	.1
42	Other chemicals	60	3,229	23.2	750	.4
43	Wiring supplies and electrical construction materials	11	2,815	12.1	341	.2
44	Electrical apparatus and equipment	37	2,544	12.3	312	.2
45	Radios, appliances, specialties	24	2,326	16.9	393	.2
46	China, glassware and crockery	12	1,134	19.5	221	.1
47	Furniture, wooden and metal	14	1,147	23.0	264	.1
50	Hardware	55	10,416	27.7	2,883	1.5
51	Plumbing, heating, air-conditioning	58	7,133	36.6	2,613	1.3
54	Barber and beauty parlor equipment	42	1,176	93.8	1,103	.6
55	Farm machinery and garden equipment	72	4,059	83.0	3,369	1.7
56	Industrial equipment and supplies (except electrical and railroad)	747	69,560	79.3	55,181	27.8
	Belting, mechanical rubber goods, etc.	128	12,997	43.0	5,593	--
	Power transmission equipment	52	3,026	54.4	1,646	--
	Materials-handling equipment	100	6,134	67.0	4,109	--
	Metal-working tools	77	5,122	47.8	2,449	--
	Rope, cordage and twine	44	16,561	88.8	14,711	--
	Other	429	35,012	70.7	24,752	--
	Amount not itemized	--	--	--	1,921	--

(continued on next page)

"Trade" signifies kind of business [illegible]

1/ The ratio which the [illegible]

2/ The ratio which the particular item [illegible] column B for that particular trade.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	AGENTS AND BROKERS (Continued)					
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (continued)					
57	Industrial machinery (non-electrical)	727	$63,903	86.4	$55,220	27.8
	Construction machinery	93	6,224	76.6	4,770	--
	Machine tools (power driven)	112	17,684	86.2	15,249	--
	Mine, quarry, pump machinery	78	6,575	52.7	3,463	--
	Oil well and refining machinery	43	8,817	53.3	4,696	--
	Power plant machinery (except electrical)	189	15,718	70.2	11,037	--
	Textile machinery	31	2,391	68.3	1,633	--
	Other	234	16,907	81.5	13,786	--
	Amount not itemized	--	--	--	586	--
58	Office and store machines and equipment	312	13,836	85.8	11,875	6.0
	Office machines and equipment	123	3,787	91.4	3,461	--
	Store fixtures and equipment	173	8,864	80.5	7,136	--
	Amount not itemized	--	--	--	1,278	--
59	Railroad equipment and supplies	163	24,965	82.5	20,598	10.4
60	Surgical, dental, hospital equipment	59	3,827	62.5	2,392	1.2
64	Iron and steel (except scrap)	50	10,203	17.2	1,758	.9
70	Brick, tile and terra cotta	9	2,859	11.4	326	.2
71	Building stone, slate, concrete	16	282	74.1	209	.1
74	Crude nonmetallic minerals (except as listed)	8	1,016	27.1	275	.1
75	Glass (sheet and containers)	40	8,621	54.4	4,686	2.3
76	Petroleum and its products	7	1,870	20.7	388	.2
85	Aircraft and parts	14	11,897	92.5	11,006	5.5
	Heavier than air	8	11,281	54.7	6,175	--
	Lighter than air	2	399	13.8	55	--
	Equipment and supplies	11	11,599	41.2	4,776	--
86	Boats	12	532	73.5	391	.2
	Service and other receipts	--	--	--	1,025	.5
	All other commodities	--	--	--	10,055	5.0
	METALS AND METAL WORK (EXCEPT SCRAP) TRADE (Commodity coverage, 88.9%)	354			154,079	100.0
40	Paints and varnishes	5	32,866	2.4	783	.5
42	Other chemicals	6	52,060	2.5	1,304	.9
50	Hardware	14	1,278	24.4	312	.2
51	Plumbing, heating, air-conditioning	27	3,593	26.9	968	.6
56	Industrial equipment and supplies (except electrical and railroad)	20	22,022	1.8	399	.3
57	Industrial machinery (non-electrical)	10	1,221	26.0	317	.2
61	Aluminum, bars, wire, etc.	22	4,740	47.3	2,241	1.5
62	Building metal work	42	3,173	54.6	1,731	1.1
63	Copper	32	56,127	29.8	16,703	10.8
64	Iron and steel (except scrap)	261	107,850	59.9	64,563	41.9
	Iron and steel pipe	31	6,743	69.8	4,707	--
	Seamless steel tubing	9	3,311	16.1	532	--
	Pig iron	28	42,936	54.3	23,318	--
	Rough castings and forgings	36	5,840	59.2	3,458	--
	Steel sheet	27	6,895	49.8	3,431	--
	Structural iron and steel	36	6,104	42.2	2,577	--
	Wire fencing	9	251	37.1	93	--
	Wire and wire rope or cable	30	25,021	10.7	2,669	--
	Other rolled iron and steel	55	10,259	54.4	5,578	--
	Amount not itemized	--	--	--	18,200	--
65	Lead (metallic) and zinc	11	52,000	24.0	12,497	8.1
66	Metallic ores	11	38,493	3.3	1,259	.8
67	Scrap iron and steel	6	16,351	7.8	1,274	.8
69	Nonferrous metals (except as listed)	47	80,240	30.0	24,089	15.6
70	Brick, tile and terra cotta	13	5,277	38.7	2,040	1.3
73	Coal and coke	20	39,804	23.6	9,405	6.1
	Anthracite	5	14,010	12.7	1,783	--
	Bituminous	1	2,341	--	1	--
	Coke	20	39,804	19.1	7,621	--
74	Crude nonmetallic minerals (except as listed)	8	3,604	8.1	292	.2
76	Petroleum and its products	4	1,531	23.2	355	.2
90	Fertilizer and fertilizer materials	3	50,886	1.5	764	.5
	Service and other receipts	--	--	--	228	.2
	All other commodities	--	--	--	12,555	8.2
	PAPER AND ITS PRODUCTS TRADE (Commodity coverage, 98.0%)	241			$38,228	100.0
48	House furnishings	3	$554	13.7	76	.2
78	Books, magazines, sheet music, etc.	4	313	20.4	64	.2
81	Paper goods (boxes, bags, cups, etc.)	104	30,323	77.1	15,672	41.0
82	Paper (printing, board, etc.)	62	20,142	93.2	18,781	49.1
	Cardboard and paper board	15	4,887	95.4	4,664	--
	Uncoated book, newsprint	25	9,041	96.5	8,726	--
	Wall paper	5	328	48.5	159	--
	Amount not itemized	--	--	--	5,232	--
83	Stationery and supplies	87	4,428	66.9	2,964	7.8
84	Woodwork and wood products	4	254	18.5	47	.1
	Service and other receipts	--	--	--	10	--
	All other commodities	--	--	--	614	1.6
	PETROLEUM AND ITS PRODUCTS TRADE (Commodity coverage, 98.5%)	103			71,632	100.0
76	Petroleum and its products	103	71,632	99.9	71,530	99.9
	Crude oil	17	14,014	51.0	7,147	--
	Gasoline and napthas	31	23,813	49.0	11,674	--
	Fuel and gas oils	24	17,660	27.8	4,901	--
	Kerosene	15	15,741	9.6	1,507	--
	Lubricants, automotive	30	14,103	29.7	4,195	--
	Lubricants (except automotive)	7	1,235	60.3	745	--
	Other petroleum products	20	8,149	31.4	2,557	--
	Amount not itemized	--	--	--	38,804	--
	Service and other receipts	--	--	--	72	.1
	All other commodities	--	--	--	30	--
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 92.6%)	391			23,890	100.0
45	Radios, appliances, specialties	10	1,441	31.1	448	1.9
48	House furnishings	5	599	17.5	105	.4
50	Hardware	10	1,369	19.6	269	1.1
51	Plumbing, heating, air-conditioning	391	23,890	91.7	21,896	91.7
	Air-conditioning equipment	74	3,164	64.2	2,032	--
	Gas appliances and supplies	52	2,940	72.9	2,142	--
	Oil burners	30	1,132	46.4	525	--
	Fittings, valves, brass goods	126	8,003	58.1	4,650	--
	Plumbing fixtures	74	8,566	62.1	5,316	--
	Stoves, ranges, furnaces, (except gas and electric)	97	4,463	76.1	3,396	--
	Amount not itemized	--	--	--	3,835	--
56	Industrial equipment and supplies (except electrical and railroad)	17	584	22.9	134	.6
57	Industrial machinery (non-electrical)	17	1,056	21.8	230	1.0
62	Building metal work	5	233	20.2	47	.2
64	Iron and steel (except scrap)	14	1,269	41.4	525	2.2
	Iron and steel pipe	9	1,187	41.9	497	--
	Rough castings and forgings	3	78	21.8	17	--
	Structural iron and steel	1	31	3.2	1	--
	Other rolled iron and steel	1	29	17.2	5	--
	Amount not itemized	--	--	--	5	--
	Service and other receipts	--	--	--	129	.5
	All other commodities	--	--	--	107	.4
	TOBACCO AND ITS PRODUCTS (EXCEPT LEAF) TRADE (Commodity coverage, 95.5%)	8			1,460	100.0
89	Tobacco products	8	1,460	94.2	1,375	94.2
	Cigars	5	785	99.9	785	--
	Cigarettes	1	586	80.2	470	--
	Other tobacco products	2	627	5.1	32	--
	Amount not itemized	--	--	--	88	--
	All other commodities	--	--	--	85	5.8

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity.

1/ The ratio which the particular item in column B bears to the corresponding item in column A.

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

UNITED STATES SUMMARY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	AGENTS AND BROKERS (Continued)					
	ALL OTHER TRADES	997			$450,397	100.0
	(Commodity coverage, 92.9%)					
11	Groceries (except as listed)	7	$10,411	5.4	559	.1
17	Cotton, raw	5	15,540	10.1	1,575	.4
18	Feed	5	5,427	23.3	1,267	.3
20	Hides, skins and raw furs	4	13,406	4.1	550	.1
26	Other farm products	75	22,148	44.2	9,798	2.1
30	Notions	11	1,688	28.5	481	.1
31	Piece goods	15	20,194	29.7	5,991	1.3
33	Yarns	112	127,580	98.1	125,112	27.8
	Cotton yarns	61	45,172	79.5	35,893	--
	Rayon yarns	21	60,739	86.0	52,236	--
	Silk yarns	11	8,049	56.6	4,557	--
	Woolen and worsted yarns	29	24,543	49.1	12,059	--
	Other	12	4,711	61.7	2,906	--
	Amount not itemized	--	--	--	17,461	--
34	Textile products (except as listed)	34	21,441	60.7	13,006	2.9
38	Chemicals, industrial and heavy	5	5,207	9.1	475	.1
39	Oils, animal and vegetable	60	116,907	94.6	110,564	24.6
78	Books, magazines, sheet music, etc.	392	20,063	98.8	19,818	4.4
79	Logs, ties, pulpwood	36	27,554	81.2	22,364	5.0
82	Paper (printing, board, etc.)	5	13,632	36.7	4,997	1.1
84	Woodwork and wood products	38	6,172	99.4	6,132	1.4
92	Junk and scrap (except iron)	8	2,282	99.8	2,254	.5
93	Leather and cut stock	120	43,988	98.4	43,301	9.6
94	Luggage, harness, etc.	28	1,095	95.3	1,043	.2
97	Rubber, crude	12	72,877	99.6	72,575	16.1
	Service and other receipts	--	--	—	218	--
	All other commodities	--	--	--	8,317	1.9
	ASSEMBLERS					
	FARM PRODUCTS - RAW MATERIALS TRADE	12,441			1,392,440	100.0
	(Commodity coverage, 93.2%)					
7	Dairy and poultry products (except butter and cheese)	197	12,202	14.8	1,805	.1
9	Flour	777	78,804	3.7	2,933	.2
17	Cotton, raw	1,386	290,161	97.1	281,821	20.2
18	Feed	2,784	254,714	10.1	25,623	1.9
19	Grains	7,619	695,128	86.8	603,448	43.3
	Corn	4,292	442,379	39.5	174,699	--
	Wheat	5,181	456,340	46.8	213,456	--
	Other	4,689	480,879	20.4	97,923	--
	Amount not itemized	--	--	--	117,370	--
20	Hides, skins and raw furs	525	22,149	63.7	14,118	1.0
21	Livestock	2,728	1,423,596	21.0	298,628	21.5
	Cattle (including calves)	1,767	150,371	40.9	61,550	--
	Hogs	1,506	161,307	47.5	76,688	--
	Horses and mules	576	33,157	37.2	12,335	--
	Sheep and lambs	832	111,810	14.9	16,622	--
	Other	143	19,980	9.6	1,920	--
	Amount not itemized	--	--	--	129,513	--
24	Tobacco, leaf	259	74,232	99.3	73,734	5.3
25	Wool, raw	334	49,042	62.3	30,560	2.2
26	Other farm products	735	52,840	44.9	23,708	1.7
55	Farm machinery and garden equipment	285	33,097	6.5	2,146	.2
73	Coal and coke	3,099	279,149	7.5	20,797	1.5
76	Petroleum and its products	328	38,676	8.6	3,330	.2
80	Lumber	260	29,002	8.6	2,481	.2
90	Fertilizer and fertilizer materials	417	50,727	5.4	2,731	.2
	Service and other receipts	--	--	--	4,577	.3
	FARM PRODUCTS - CONSUMER GOODS TRADE	10,188			762,848	100.0
	(Commodity coverage, 88.1%)					
3	Butter and cheese	304	73,462	66.9	49,122	6.4
4	Canned foods	68	49,391	6.6	3,256	.4
7	Dairy and poultry products (except butter and cheese)	8,089	371,988	82.9	308,212	40.4
	Eggs	4,386	218,020	39.5	86,065	--
	Milk and cream, fluid	5,484	175,059	55.0	96,336	--
	Poultry	4,646	190,697	33.4	63,734	--
	Other	203	39,601	5.3	2,088	--
	Amount not itemized	--	--	--	59,989	--
9	Flour	177	11,462	20.9	2,394	.3
10	Fruits and vegetables	2,121	385,521	95.6	368,416	48.3
	Fresh fruits	1,024	290,078	90.0	261,099	--
	Fresh vegetables	1,169	99,960	80.0	79,928	--
	Amount not itemized	--	--	--	27,389	--
	FARM PRODUCTS - CONSUMER GOODS TRADE (continued)					
11	Groceries (except as listed)	173	$11,868	16.6	$1,966	.3
18	Feed	873	61,296	18.7	11,446	1.5
19	Grains	168	13,311	12.4	1,649	.2
20	Hides, skins, and raw furs	724	34,554	3.3	1,126	.1
25	Wool, raw	237	17,070	7.3	1,240	.2
42	Other chemicals	93	27,501	7.3	2,004	.3
55	Farm machinery and garden equipment	34	13,858	8.5	1,178	.1
90	Fertilizer and fertilizer materials	98	16,365	7.3	1,188	.2
	Service and other receipts	--	--	--	3,746	.5
	All other commodities	--	--	--	5,905	.8
	FARM SUPPLIES TRADE	425			21,337	100.0
	(Commodity coverage, 72.9%)					
7	Dairy and poultry products (except butter and cheese)	45	2,777	26.3	731	3.4
9	Flour	63	3,604	9.0	324	1.5
10	Fruits and vegetables	17	902	20.4	184	.9
11	Groceries (except as listed)	7	675	8.3	56	.3
18	Feed	329	17,646	57.1	10,073	47.2
	Hay, straw and alfalfa	191	7,949	46.6	3,704	--
	Mixed and other	158	10,764	40.9	4,398	--
	Amount not itemized	--	--	--	1,971	--
19	Grains	148	8,427	23.7	1,994	9.4
	Corn	70	4,002	13.5	542	--
	Wheat	69	4,859	12.2	592	--
	Other	73	4,353	12.5	545	--
	Amount not itemized	--	--	--	315	--
21	Livestock	15	537	12.8	69	.3
22	Seeds	120	10,905	41.2	4,490	21.1
25	Wool, raw	14	1,193	3.4	41	.2
26	Other farm products	23	3,697	14.4	532	2.5
35	Automobiles and motor vehicles	4	171	16.4	28	.1
42	Other chemicals	5	267	17.6	47	.2
55	Farm machinery and garden equipment	14	1,435	3.7	53	.2
56	Industrial equipment and supplies (except electrical and railroad)	11	1,202	8.6	103	.5
64	Iron and steel (except scrap)	12	1,450	2.8	41	.2
73	Coal and coke	65	4,475	8.5	382	1.8
76	Petroleum and its products	19	1,825	10.8	198	.9
90	Fertilizer and fertilizer materials	73	4,664	25.8	1,202	5.6
	Service and other receipts	--	--	--	99	.5
	All other commodities	--	--	--	690	3.2
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE	562			55,206	100.0
	(Commodity coverage, 79.4%)					
8	Fish and sea foods	384	21,489	99.5	21,380	38.8
	Fresh fish	162	10,348	81.1	8,390	--
	Cured and processed fish	20	2,061	49.2	1,014	--
	Frozen fish	21	2,860	29.1	832	--
	Other	204	8,901	72.6	6,466	--
	Amount not itemized	--	--	--	4,678	--
10	Fruits and vegetables	5	1,414	28.1	397	.7
11	Groceries (except as listed)	164	32,730	95.0	31,095	56.3
	Cereal preparations	2	108	2.8	3	--
	Extracts and spices	2	437	58.4	255	--
	Lard substitutes and cooking fats	2	693	84.7	587	--
	Nuts (all kinds)	105	27,346	97.1	26,564	--
	Butter substitutes	1	107	.9	1	--
	Pickles, preserves and sauces	5	165	33.3	55	--
	Rice	2	114	1.8	2	--
	Other	44	3,976	73.1	2,907	--
	Amount not itemized	--	--	--	721	--
12	Meats and meat products	7	538	42.9	231	.4
19	Grains	23	1,894	15.1	286	.5
26	Other farm products	29	5,145	3.0	152	.3
76	Petroleum and its products	10	772	7.9	61	.1
	Service and other receipts	--	--	--	64	.1
	All other commodities	--	--	--	1,540	2.8
	ALL OTHER TRADES	295			4,421	100.0
	(Commodity coverage, 90.9%)					
26	Other farm products	155	1,262	100.0	1,262	28.5
79	Logs, ties, pulpwood	128	2,703	99.6	2,692	60.9
	Service and other receipts	--	--	—	11	.3
	All other commodities	--	--	--	456	10.3

"Trade" signifies kind of business as distinguished from commodity

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

NEW YORK CITY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS					
	AMUSEMENT AND SPORTING GOODS TRADE	247			$33,140	100.0
	(Commodity coverage, 82.9%)					
45	Radios, appliances, specialties	4	$211	46.9	99	.3
46	China, glassware, and crockery	7	1,919	33.7	646	1.9
48	House furnishings	5	99	35.4	35	.1
50	Hardware	4	188	23.9	45	.1
52	Sporting goods	37	7,366	95.9	7,065	21.3
53	Toys and games	96	11,166	92.9	10,377	31.3
83	Stationery and supplies	12	709	31.5	223	.7
88	Cameras and supplies	17	1,993	82.5	1,644	5.0
91	Jewelry, silverware, etc.	5	123	30.9	38	.1
95	Motion picture film rentals	22	6,253	94.9	5,936	17.9
96	Optical goods	3	387	12.1	47	.2
	All other commodities	--	--	--	6,985	21.1
	AUTOMOTIVE TRADE	271			75,292	100.0
	(Commodity coverage, 98.7%)					
31	Piece goods	3	334	98.8	330	.4
35	Automobiles and motor vehicles	21	44,158	92.8	40,975	54.4
	Automobiles, passenger	14	37,293	80.3	29,946	--
	Commercial vehicles	7	23,407	20.7	4,847	--
	Tractors	4	2,574	91.8	2,362	--
	Motorcycles	2	703	8.7	61	--
	Amount not itemized	--	--	--	3,759	--
36	Automotive parts and accessories	254	67,785	46.5	31,512	41.8
	Batteries	53	13,129	6.2	814	--
	Tires and tubes	48	16,262	38.5	6,260	--
	Other equipment	171	50,744	34.6	17,551	--
	Amount not itemized	--	--	--	6,887	--
45	Radios, appliances, specialties	6	2,879	8.6	248	.3
56	Industrial equipment and supplies (except electrical and railroad)	4	1,341	26.5	355	.5
59	Railroad equipment and supplies	3	351	100.0	351	.5
76	Petroleum and its products	10	10,031	1.2	125	.2
	Service and other receipts	--	--	--	796	1.1
	All other commodities	--	--	--	600	.8
	BEER, WINES AND LIQUORS TRADE	243			94,221	100.0
	(Commodity coverage, 98.6%)					
2	Beer and other malt liquors	78	9,799	97.5	9,554	10.1
13	Soft drinks	15	1,489	15.6	233	.3
15	Wines and liquors	165	84,422	98.5	83,146	88.2
	Liquors	64	57,977	86.2	49,994	--
	Wines	110	49,700	27.3	13,552	--
	Amount not itemized	--	--	--	19,600	--
16	Other food and related products	4	2,277	7.0	159	.2
39	Oils, animal and vegetable	4	1,099	16.2	178	.2
	Service and other receipts	--	--	--	125	.1
	All other commodities	--	--	--	826	.9
	CHEMICALS AND PAINTS TRADE	238			109,088	100.0
	(Commodity coverage, 93.4%)					
37	Drugs and drug sundries	5	4,377	28.5	1,248	1.1
38	Chemicals, industrial and heavy	61	35,951	92.2	33,140	30.4
39	Oils, animal and vegetable	11	3,732	21.2	790	.7
40	Paints and varnishes	99	12,104	78.1	9,457	8.7
41	Soaps and toiletries	3	1,936	13.1	253	.2
42	Other chemicals	81	62,886	95.0	59,724	54.7
56	Industrial equipment and supplies (except electrical and railroad)	4	1,711	10.0	171	.2
74	Crude nonmetallic minerals (except as listed)	3	2,022	10.7	217	.2
	Service and other receipts	--	--	--	642	.6
	All other commodities	--	--	--	3,446	3.2
	CLOTHING AND FURNISHINGS TRADE	1,632			329,880	100.0
	(Commodity coverage, 96.0%)					
20	Hides, skins, and raw furs	16	1,785	27.3	487	.1
27	Clothing and furnishings, men's and boys'	442	72,366	85.3	61,724	18.7
	Hats and caps	90	10,624	81.6	8,665	--
	Furnishings (except shoes)	208	39,845	74.5	29,669	--
	Suits and overcoats	105	15,067	89.8	13,527	--
	Work clothing	28	12,074	65.2	7,878	--
	Amount not itemized	--	--	--	1,985	--
	CLOTHING AND FURNISHINGS TRADE (continued)					
28	Clothing and accessories, women's and children's	898	$221,972	94.9	$210,599	63.8
	Girls' wear	34	6,863	74.4	5,103	--
	Infants' wear	58	10,621	66.4	7,054	--
	Dresses	240	65,203	93.7	61,100	--
	Hosiery	134	44,225	67.2	29,715	--
	Millinery	173	30,818	93.4	28,780	--
	Underwear, negligees, etc.	120	34,878	51.2	17,846	--
	Suits and coats (except fur)	79	19,289	80.2	15,467	--
	Other (except shoes and furs)	196	57,031	67.8	38,666	--
	Amount not itemized	--	--	--	6,868	--
29	Furs and fur clothing	195	26,089	97.3	25,383	7.7
30	Notions	12	2,276	27.9	634	.2
31	Piece goods	19	16,443	9.4	1,544	.5
32	Shoes and other footwear	113	24,227	94.7	22,947	7.0
	Men's and boys' leather	45	10,437	46.4	4,847	--
	Men's and boys' rubber	20	2,958	19.4	574	--
	Women's and children's leather	64	17,745	78.8	13,975	--
	Women's and children's rubber	16	2,598	13.6	353	--
	Infants'	22	4,178	29.0	1,210	--
	Other	12	878	40.5	356	--
	Amount not itemized	--	--	--	1,632	--
34	Textile products (except as listed)	20	13,939	23.3	3,251	1.0
94	Luggage, harness, etc.	4	863	95.2	822	.2
98	Second-hand merchandise	65	2,199	89.2	1,961	.6
	Service and other receipts	--	--	--	528	.2
	COAL AND COKE TRADE	91			61,351	100.0
	(Commodity coverage, 98.0%)					
73	Coal and coke	91	61,351	98.6	60,468	98.6
	Anthracite	52	37,776	87.2	32,946	--
	Bituminous	26	19,473	25.6	4,986	--
	Coke	26	13,609	11.2	1,522	--
	Amount not itemized	--	--	--	21,014	--
76	Petroleum and its products	6	4,239	13.5	571	.9
	Service and other receipts	--	--	--	35	.1
	All other commodities	--	--	--	277	.4
	DRUGS (FULL LINE) TRADE	5			8,485	100.0
	(Commodity coverage, 60.2%)					
37	Drugs and drug sundries*	5	8,485	88.9	7,545	88.9
	Druggists' rubber goods	1	2,238	2.2	50	--
	Drugs, chemicals, pharmaceuticals	2	2,417	9.5	230	--
	Proprietary medicines	2	2,417	52.8	1,275	--
	Drug sundries (except soap)	2	2,417	10.6	255	--
	Toilet preparations (except soaps)	1	179	1.7	3	--
	Toilet soaps	1	179	.6	1	--
	Amount not itemized	--	--	--	5,731	--
	Service and other receipts	--	--	--	100	1.2
	All other commodities	--	--	--	840	9.9
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADE	370			50,057	100.0
	(Commodity coverage, 95.4%)					
37	Drugs and drug sundries	217	29,400	88.5	26,006	52.0
	Druggists' rubber goods	28	2,589	39.0	1,009	--
	Drugs, chemicals, pharmaceuticals	53	5,179	74.7	3,868	--
	Proprietary medicines	63	7,580	87.4	6,625	--
	Drug sundries (except soap)	72	13,388	70.5	9,443	--
	Amount not itemized	--	--	--	5,061	--
39	Oils, animal and vegetable	6	1,382	16.2	224	.4
41	Soaps and toiletries	182	29,795	68.8	20,501	41.0
	Toilet articles	46	4,577	45.2	2,070	--
	Toilet preparations (except soaps)	133	25,399	63.8	16,201	--
	Toilet soaps	37	5,108	16.5	845	--
	Other soaps	12	1,729	25.6	442	--
	Amount not itemized	--	--	--	943	--
42	Other chemicals	5	1,171	26.4	309	.6
45	Radios, appliances, specialties	3	723	22.1	160	.3
	Service and other receipts	--	--	--	104	.2
	All other commodities	--	--	--	2,758	5.5

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity.

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

* Including soaps and toiletries.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

NEW YORK CITY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	DRY GOODS (FULL LINE) TRADE	5			$7,658	100.0
	(Commodity coverage, 36.8%)					
27	Clothing and furnishings, men's and boys'	3	$6,020	6.5	391	5.1
	Furnishings (except shoes)	2	2,474	2.2	55	--
	Suits and overcoats	1	75	1.3	1	--
	Work clothing	2	2,474	8.1	201	--
	Amount not itemized	--	--	--	134	--
28	Clothing and accessories, women's and children's	5	7,658	23.4	1,790	23.4
	Girls' wear	2	2,474	2.1	51	--
	Infants' wear	2	2,474	8.1	201	--
	Dresses	3	4,060	1.8	72	--
	Hosiery	2	1,661	35.0	581	--
	Underwear, negligees, etc.	4	4,112	1.7	70	--
	Suits and coats (except fur)	2	127	7.1	9	--
	Amount not itemized	--	--	--	806	--
30	Notions	3	5,997	6.9	415	5.4
31	Piece goods	5	7,658	53.6	4,107	53.6
	Cottons	3	3,673	10.6	389	--
	Linens	1	3,546	.7	26	--
	Rayons	1	75	13.3	10	--
	Silks and velvets	1	3,546	6.0	212	--
	Woolens and worsteds	1	3,546	3.4	119	--
	Domestics	1	3,546	20.7	735	--
	Curtains, draperies, upholsteries	2	3,598	7.8	280	--
	Amount not itemized	--	--	--	2,336	--
	All other commodities	--	--	--	955	12.5
	DRY GOODS (SPECIALTY LINES) TRADE	2,245			607,873	100.0
	(Commodity coverage, 98.7%)					
27	Clothing and furnishings, men's and boys'	20	2,485	50.4	1,253	.2
28	Clothing and accessories, women's and children's	35	9,456	22.3	2,105	.3
29	Furs and fur clothing	45	3,537	96.1	3,399	.6
30	Notions	671	86,815	90.8	78,852	13.0
31	Piece goods	1,478	522,362	98.7	515,423	84.8
	Cottons	499	215,551	75.7	163,265	--
	Jute fabrics	7	2,329	54.3	1,265	--
	Linens	105	27,520	59.9	16,498	--
	Rayons	372	178,037	65.2	116,081	--
	Silks and velvets	426	150,162	63.6	95,494	--
	Woolens and worsteds	284	74,333	87.0	64,664	--
	Domestics	28	5,045	32.4	1,636	--
	Curtains, draperies, upholsteries	59	21,301	55.0	11,712	--
	Other	46	14,536	54.4	7,905	--
	Amount not itemized	--	--	--	36,903	--
34	Textile products (except as listed)	73	17,970	35.7	6,411	1.0
	Service and other receipts	--	--	--	430	.1
	ELECTRICAL GOODS TRADE	349			72,464	100.0
	(Commodity coverage, 92.8%)					
36	Automotive parts and accessories	7	8,313	16.0	1,326	1.8
43	Wiring supplies and electrical construction materials	191	36,010	64.3	23,145	31.9
	Interior	96	23,403	28.3	6,615	--
	Outside	24	17,614	12.1	2,134	--
	Lighting fixtures	87	17,495	21.2	3,702	--
	Incandescent lamps	83	18,879	31.3	5,912	--
	Amount not itemized	--	--	--	4,782	--
44	Electrical apparatus and equipment	53	22,926	33.1	7,588	10.5
45	Radios, appliances, specialties	191	57,727	66.2	38,208	52.7
	Radios and accessories	94	38,382	34.4	13,208	--
	Electric refrigerators	41	34,140	43.7	14,936	--
	Other electrical appliances	108	32,031	22.9	7,322	--
	Amount not itemized	--	--	--	2,742	--
50	Hardware	5	3,164	9.9	314	.5
51	Plumbing, heating, air-conditioning	5	7,521	4.7	353	.5
57	Industrial machinery (non-electrical)	3	3,169	3.0	94	.1
	Service and other receipts	--	--	--	800	1.1
	All other commodities	--	--	--	636	.9
	FARM PRODUCTS (RAW MATERIALS) TRADE	672			$247,103	100.0
	(Commodity coverage, 98.6%)					
5	Coffee	3	$5,460	31.1	1,698	.7
17	Cotton, raw	3	1,065	74.0	788	.3
18	Feed	4	2,720	31.5	856	.4
19	Grains	8	31,885	97.8	31,187	12.6
	Corn	3	1,808	53.2	962	--
	Wheat	4	2,412	25.9	625	--
	Other	2	657	19.2	126	--
	Amount not itemized	--	--	--	29,474	--
20	Hides, skins, and raw furs	527	103,560	96.1	99,562	40.3
21	Livestock	4	745	100.0	745	.3
23	Silk, raw	13	66,269	90.6	60,045	24.3
24	Tobacco, leaf	49	12,471	98.4	12,267	5.0
25	Wool, raw	7	1,538	16.1	247	.1
26	Other farm products	60	30,885	85.0	26,255	10.6
29	Furs and fur clothing	39	12,264	32.2	3,945	1.6
74	Crude nonmetallic minerals (except as listed)	3	2,781	9.0	249	.1
	Service and other receipts	--	--	--	508	.2
	All other commodities	--	--	--	8,751	3.5
	FARM PRODUCTS - CONSUMER GOODS TRADE	1,187			365,311	100.0
	(Commodity coverage, 90.8%)					
3	Butter and cheese	241	139,786	68.2	95,403	26.1
4	Canned food	11	3,315	16.5	548	.2
6	Confectionery and ice cream	9	3,386	27.6	933	.3
7	Dairy and poultry products (except butter and cheese)	496	210,002	63.8	133,988	36.7
	Eggs	292	129,513	41.1	53,260	--
	Milk and cream, fluid	118	66,228	58.1	38,446	--
	Poultry	107	51,833	74.4	38,548	--
	Other	24	29,565	9.8	2,899	--
	Amount not itemized	--	--	--	835	--
10	Fruits and vegetables	625	130,128	99.5	129,501	35.4
	Fresh fruits	425	78,821	60.2	47,429	--
	Fresh vegetables	382	84,314	68.0	57,370	--
	Amount not itemized	--	--	--	24,702	--
11	Groceries (except as listed)	20	12,525	6.0	748	.2
12	Meats and meat products	21	20,540	16.0	3,289	.9
	Service and other receipts	--	--	--	465	.1
	All other commodities	--	--	--	436	.1
	FARM SUPPLIES TRADE	35			14,006	100.0
	(Commodity coverage, 98.9%)					
18	Feed	7	1,197	95.7	1,146	8.2
	Hay, straw, and alfalfa	2	264	98.5	260	--
	Mixed and other	4	915	68.7	629	--
	Amount not itemized	--	--	--	257	--
22	Seeds	19	1,868	93.9	1,754	12.5
90	Fertilizer and fertilizer materials	7	6,557	94.7	6,212	44.4
	Service and other receipts	--	--	--	91	.6
	All other commodities	--	--	--	4,803	34.3
	FURNITURE AND HOUSE FURNISHINGS TRADE	783			102,432	100.0
	(Commodity coverage, 96.8%)					
28	Clothing and accessories, women's and children's	5	1,854	12.7	235	.2
29	Furs and fur clothing	3	1,931	34.5	667	.7
30	Notions	4	442	25.1	111	.1
31	Piece goods	130	24,165	92.6	22,383	21.9
	Cottons	6	1,478	13.7	202	--
	Linens	6	1,068	23.9	255	--
	Rayons	2	976	8.3	81	--
	Silks and velvets	1	35	28.6	10	--
	Domestics	78	15,576	88.7	13,822	--
	Curtains, draperies and upholsteries	46	5,994	76.8	4,606	--
	Other	2	227	22.9	52	--
	Amount not itemized	--	--	--	3,355	--
34	Textile products (except as listed)	5	600	66.7	400	.4
46	China, glassware, and crockery	151	18,766	90.7	17,030	16.6
47	Furniture, wooden and metal	102	12,498	88.2	11,019	10.7
	Household	71	10,924	85.7	9,366	--
	Office and store	21	980	71.1	697	--
	Amount not itemized	--	--	--	956	--

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

NEW YORK CITY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (Continued)					
	FURNITURE AND HOUSE FURNISHINGS TRADE (continued)					
48	House furnishings	360	$46,813	88.8	$41,566	40.6
	Carpets and rugs	162	30,595	75.5	23,084	--
	Other floor coverings	42	14,029	48.3	6,770	--
	House furnishings (except as listed)	172	12,594	81.6	10,283	--
	Amount not itemized	--	--	--	1,429	--
49	Musical instruments, accessories	23	3,736	78.0	2,915	2.8
78	Books, magazines, sheet music, etc.	23	3,643	78.0	2,841	2.8
98	Second-hand merchandise	34	1,227	77.8	954	.9
	Service and other receipts	--	--	--	400	.4
	All other commodities	--	--	--	1,911	1.9
	GENERAL MERCHANDISE TRADE (Commodity coverage, 93.9%)	20			203,106	100.0
4	Canned foods	7	199,423	1.6	3,253	1.6
8	Fish and sea foods	3	78,697	1.1	864	.4
11	Groceries (except as listed)	7	199,369	.7	1,344	.7
16	Other food and related products	3	94,359	.3	290	.2
17	Cotton, raw	3	93,911	1.4	1,295	.6
20	Hides, skins, and raw furs	5	94,755	3.1	2,932	1.5
26	Other farm products	5	99,583	3.6	3,598	1.8
28	Clothing and accessories, women's and children's	6	1,480	17.8	264	.1
31	Piece goods	11	20,369	35.6	7,251	3.6
34	Textile products (except as listed)	3	119,931	2.3	2,722	1.3
35	Automobiles and motor vehicles	4	74,474	.6	445	.2
37	Drugs and drug sundries	7	191,091	1.2	2,318	1.2
39	Oils, animal and vegetable	6	99,312	6.5	6,481	3.2
41	Soaps and toiletries	7	27,036	1.1	299	.2
42	Other chemicals	6	194,674	1.1	2,195	1.1
43	Wiring supplies and electrical construction materials	4	94,193	1.2	1,087	.5
44	Electrical apparatus and equipment	3	94,091	.9	826	.4
45	Radios, appliances, specialties	4	21,505	1.1	230	.1
48	House furnishings	4	74,876	.6	440	.2
56	Industrial equipment and supplies (except electrical and railroad)	4	25,371	.9	233	.1
57	Industrial machinery (non-electrical)	5	198,936	15.2	30,297	14.9
	Construction machinery	1	20,106	.8	162	--
	Machine tools (power driven)	1	73,714	14.0	10,314	--
	Mine, quarry, pump machinery	1	20,106	.5	94	--
	Oil well and refining machinery	2	93,820	1.4	1,286	--
	Textile machinery	3	98,712	.5	448	--
	Other	3	94,294	15.9	14,972	--
	Amount not itemized	--	--	--	3,021	--
76	Petroleum and its products	3	25,472	1.7	445	.2
80	Lumber	5	194,209	.5	1,047	.5
90	Fertilizer and fertilizer materials	3	193,570	2.7	5,239	2.6
91	Jewelry, silverware, etc.	8	100,504	1.1	1,076	.5
	Service and other receipts	--	--	--	687	.3
	All other commodities	--	--	--	125,948	62.0
	GROCERIES (FULL LINE) TRADE (Commodity coverage, 72.9%)	31			91,798	100.0
1	Bakery products	6	23,561	.5	111	.1
2	Beer and other malt liquors	5	36,513	5.5	1,992	2.2
3	Butter and cheese	8	29,583	.9	264	.3
4	Canned foods	31	91,798	45.5	41,741	45.5
	Canned fruits	15	31,513	13.7	4,304	--
	Canned vegetables	15	31,513	20.7	6,535	--
	Canned fish and sea foods	14	30,248	8.1	2,453	--
	Canned meats	12	30,531	2.0	598	--
	Canned milk	15	31,513	2.1	651	--
	Other	11	17,889	3.9	695	--
	Amount not itemized	--	--	--	26,505	--
5	Coffee	31	91,798	4.1	3,728	4.1
9	Flour	29	77,341	4.0	3,091	3.4
10	Fruits and vegetables	5	16,352	.9	145	.2
11	Groceries (except as listed)	31	91,798	26.7	24,484	26.7
	Cereal preparations	10	26,261	3.1	814	--
	Extracts and spices	10	26,261	1.1	278	--
	Lard substitutes and cooking fats	9	12,983	1.3	174	--
	Nuts (all kinds)	10	26,261	4.3	1,127	--
	Butter substitutes	1	71	1.4	1	--
	Pickles, preserves and sauces	10	26,261	5.7	1,503	--
	Rice	10	26,261	.8	217	--
	Teas	10	26,261	6.8	1,779	--
	Other	9	25,985	16.6	4,306	--
	Amount not itemized	--	--	--	14,285	--
	GROCERIES (FULL LINE) TRADE (continued)					
13	Soft drinks	3	$11,247	2.8	$316	.3
14	Sugar	31	91,798	9.3	8,574	9.3
16	Other food and related products	3	3,787	8.1	306	.3
41	Soaps and toiletries	6	17,006	5.2	880	.9
	Service and other receipts	--	--	--	18	--
	All other commodities	--	--	--	6,148	6.7
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 91.0%)	1,240			337,418	100.0
1	Bakery products	44	6,758	34.8	2,350	.7
3	Butter and cheese	75	21,193	12.1	2,556	.8
4	Canned foods	184	61,709	45.9	28,327	8.4
	Canned fruits	61	27,427	8.9	2,451	--
	Canned vegetables	87	23,671	24.1	5,706	--
	Canned fish and sea foods	84	29,381	22.1	6,499	--
	Canned meats	22	5,562	5.6	311	--
	Canned milk	37	17,210	49.9	8,589	--
	Other	50	12,649	17.6	2,224	--
	Amount not itemized	--	--	--	2,547	--
5	Coffee	157	67,776	73.3	49,696	14.7
	Green	49	44,732	79.2	35,434	--
	Roasted	104	23,704	44.2	10,473	--
	Amount not itemized	--	--	--	3,789	--
6	Confectionery and ice cream	162	15,981	68.3	10,920	3.2
7	Dairy and poultry products (except butter and cheese)	68	28,924	16.8	4,849	1.5
8	Fish and sea foods	168	31,743	87.0	27,620	8.2
	Fresh fish	99	17,931	93.6	16,786	--
	Cured and processed fish	43	6,990	53.7	3,753	--
	Frozen fish	25	3,454	21.5	742	--
	Other	19	2,046	30.5	624	--
	Amount not itemized	--	--	--	5,715	--
9	Flour	81	23,735	55.9	13,262	3.9
10	Fruits and vegetables	18	3,005	25.0	752	.2
11	Groceries (except as listed)	438	103,910	59.6	61,889	18.3
	Cereal preparations	33	6,813	12.8	870	--
	Extracts and spices	99	20,096	12.3	2,466	--
	Lard substitutes and cooking fats	50	18,010	33.2	5,984	--
	Nuts (all kinds)	65	22,925	26.3	6,036	--
	Butter substitutes	9	2,683	2.5	66	--
	Pickles, preserves and sauces	84	19,137	18.9	3,615	--
	Rice	56	17,819	14.7	2,624	--
	Teas	95	29,401	34.0	9,998	--
	Other	184	52,806	47.2	24,945	--
	Amount not itemized	--	--	--	5,285	--
12	Meats and meat products	314	114,176	94.9	108,410	32.1
	Lard	30	10,264	3.7	376	--
	Meats, fresh	198	69,320	86.6	60,017	--
	Meats, cured or smoked	107	32,346	43.5	14,058	--
	Other	38	19,043	47.5	9,047	--
	Amount not itemized	--	--	--	24,912	--
13	Soft drinks	24	2,213	50.2	1,111	.3
14	Sugar	62	21,532	43.5	9,361	2.8
16	Other food and related products	48	12,583	41.6	5,230	1.6
26	Other farm products	8	5,189	14.3	740	.2
39	Oils, animal and vegetable	20	8,788	37.9	3,329	1.0
89	Tobacco products	12	2,414	39.4	952	.3
	Service and other receipts	--	--	--	1,421	.4
	All other commodities	--	--	--	4,643	1.4
	HARDWARE TRADE (Commodity coverage, 91.0%)	186			28,059	100.0
40	Paints and varnishes	13	3,288	3.6	118	.4
43	Wiring supplies and electrical construction materials	6	424	17.7	75	.3
48	House furnishings	10	1,988	25.8	513	1.8
50	Hardware	186	28,059	85.4	23,961	85.4
	Builders' hardware	40	7,702	20.5	1,582	--
	Heavy hardware	35	8,010	35.1	2,814	--
	Shelf or light hardware	44	9,334	29.0	2,707	--
	Tools and cutlery	52	11,863	39.6	4,692	--
	Wire screening	18	4,042	5.0	204	--
	Other	59	10,567	39.6	4,184	--
	Amount not itemized	--	--	--	7,778	--
51	Plumbing, heating, air-conditioning	14	3,325	9.0	300	1.1

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity.

1/ The ratio which the particular item in column B bears to the corresponding item in column A.

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

NEW YORK CITY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)					
	HARDWARE TRADE (continued)					
56	Industrial equipment and supplies (except electrical and railroad)	12	$6,770	7.4	$499	1.8
64	Iron and steel (except scrap)	9	4,567	25.2	1,151	4.1
87	Building materials (except as listed)	4	1,892	15.9	301	1.1
91	Jewelry, silverware, etc.	3	1,965	25.1	493	1.7
	Service and other receipts	--	--	--	63	.2
	All other commodities	--	--	--	585	2.1
	JEWELRY AND OPTICAL GOODS TRADE (Commodity coverage, 98.4%)	850			87,395	100.0
91	Jewelry, silverware, etc.	795	82,943	99.0	82,080	93.9
	Clocks and watches	171	27,284	91.5	24,959	--
	Jewelry	358	26,896	82.5	22,194	--
	Precious stones and metals	265	24,908	91.5	22,795	--
	Silverware and plated ware	36	6,190	74.2	4,595	--
	Amount not itemized	--	--	--	7,537	--
96	Optical goods	44	3,963	98.8	3,916	4.5
98	Second-hand merchandise	13	552	100.0	552	.6
	Service and other receipts	--	--	--	92	.1
	All other commodities	--	--	--	755	.9
	LUMBER AND CONSTRUCTION MATERIALS TRADE (Commodity coverage, 96.1%)	292			49,178	100.0
62	Building metal work	4	394	57.4	226	.5
63	Copper	7	815	7.5	61	.1
64	Iron and steel (except scrap)	8	866	15.1	131	.3
70	Brick, tile, and terra cotta	43	7,083	54.9	3,891	7.9
71	Building stone, slate, concrete	8	1,046	63.4	663	1.3
72	Cement, lime, plaster, stucco	39	6,257	55.2	3,456	7.0
75	Glass (sheet and containers)	47	3,097	100.0	3,097	6.3
	Sheet glass	44	2,889	100.0	2,889	--
	Amount not itemized	--	--	--	208	--
77	Sand, gravel, crushed stone	9	5,171	90.0	4,652	9.5
80	Lumber	90	21,169	95.0	20,114	40.9
84	Woodwork and wood products	34	6,151	90.2	5,549	11.3
87	Building materials (except as listed)	71	9,835	62.3	6,123	12.4
	Service and other receipts	--	--	--	387	.8
	All other commodities	--	--	--	828	1.7
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 89.2%)	963			109,409	100.0
31	Piece goods	72	12,763	87.3	11,142	10.2
	Cottons	7	2,670	33.3	888	--
	Jute fabrics	6	358	3.6	13	--
	Linens	2	255	17.6	45	--
	Rayons	4	499	34.1	170	--
	Silks and velvets	1	170	13.5	23	--
	Woolens and worsteds	1	131	.8	1	--
	Domestics	1	243	22.6	55	--
	Curtains, draperies, upholsteries	58	10,185	87.7	8,929	--
	Other	5	1,187	73.2	869	--
	Amount not itemized	--	--	--	149	--
32	Shoes and other footwear	4	510	26.9	137	.1
34	Textile products (except as listed)	26	5,026	61.5	3,092	2.8
40	Paints and varnishes	16	1,748	18.0	315	.3
41	Soaps and toiletries	30	5,961	19.9	1,189	1.1
42	Other chemicals	30	7,024	42.9	3,016	2.8
45	Radios, appliances, specialties	10	744	43.5	324	.3
46	China, glassware, and crockery	35	4,203	55.6	2,335	2.1
47	Furniture, wooden and metal	10	2,370	28.6	677	.6
48	House furnishings	10	2,142	12.5	268	.2
50	Hardware	40	4,416	36.1	1,592	1.5
54	Barber and beauty-parlor equipment	52	6,434	77.5	4,989	4.5
55	Farm machinery and garden equipment	7	811	95.8	777	.7
56	Industrial equipment and supplies (except electrical and railroad)	212	22,639	84.4	19,108	17.5
	Belting, mechanical rubber goods, etc.	31	2,434	56.6	1,378	--
	Power transmission equipment	12	1,542	68.2	1,052	--
	Materials-handling equipment	6	553	53.7	297	--
	Metal-working tools	11	1,395	59.8	834	--
	Rope, cordage, and twine	28	6,185	73.9	4,572	--
	Other	134	12,557	86.7	10,891	--
	Amount not itemized	--	--	--	84	--
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (continued)					
57	Industrial machinery (non-electrical)	154	$20,591	88.7	$18,270	16.7
	Construction machinery	8	1,805	91.6	1,653	--
	Machine tools (power driven)	8	1,099	49.6	545	--
	Mine, quarry, pump machinery	4	162	89.5	145	--
	Oil well and refining machinery	7	4,038	78.3	3,160	--
	Power plant machinery (except electrical)	20	3,858	49.0	1,889	--
	Textile machinery	16	1,619	96.9	1,569	--
	Other	92	11,216	81.0	9,090	--
	Amount not itemized	--	--	--	219	--
58	Office and store machines and equipment	133	12,435	80.1	9,962	9.1
	Office machines and equipment	40	4,291	92.5	3,969	--
	Store fixtures and equipment	79	6,563	67.6	4,434	--
	Amount not itemized	--	--	--	1,559	--
59	Railroad equipment and supplies	8	9,771	97.0	9,477	8.7
60	Surgical, dental, hospital equipment	88	6,043	94.6	5,717	5.2
61	Aluminum, bars, wire, etc.	4	940	17.6	165	.2
64	Iron and steel (except scrap)	17	2,556	26.6	680	.6
74	Crude nonmetallic minerals (except as listed)	5	872	99.1	864	.8
75	Glass (sheet and containers)	38	2,711	82.8	2,245	2.1
81	Paper goods (boxes, bags, cups, etc.)	21	2,668	21.5	574	.5
82	Paper (printing, board, etc.)	7	1,512	35.1	531	.5
84	Woodwork and wood products	7	641	31.0	199	.2
85	Aircraft and parts	5	584	91.8	536	.5
88	Cameras and supplies	14	1,432	100.0	1,432	1.3
91	Jewelry, silverware, etc.	13	2,807	9.2	257	.2
93	Leather and cut stock	5	361	41.6	150	.1
98	Second-hand merchandise	3	359	32.3	116	.1
	Service and other receipts	--	--	--	850	.8
	All other commodities	--	--	--	8,423	7.7
	METALS AND METAL WORK (EXCEPT SCRAP) TRADE (Commodity coverage, 97.8%)	150			129,929	100.0
42	Other chemicals	3	4,853	4.9	240	.2
50	Hardware	9	1,291	29.9	386	.3
51	Plumbing, heating, air-conditioning	9	3,488	12.0	420	.3
56	Industrial equipment and supplies (except electrical and railroad)	6	3,687	7.9	291	.2
57	Industrial machinery (non-electrical)	3	3,456	16.7	578	.4
61	Aluminum, bars, wire, etc.	12	5,560	59.2	3,292	2.5
62	Building metal work	10	1,927	14.7	284	.2
63	Copper	20	69,508	48.3	33,603	25.9
64	Iron and steel (except scrap)	107	55,764	95.9	53,492	41.2
	Iron and steel pipe	11	1,549	64.8	1,004	--
	Seamless steel tubing	[illegible]	3,879	62.6	2,428	--
	Pig iron	2	1,809	9.1	165	--
	Steel sheet	23	6,718	71.7	4,815	--
	Structural iron and steel	14	2,620	58.4	1,527	--
	Wire fencing	1	10	100.0	10	--
	Wire and wire rope or cable	3	1,702	56.9	968	--
	Other rolled iron and steel	35	9,803	81.0	7,939	--
	Amount not itemized	--	--	--	34,636	--
65	Lead (metallic) and zinc	10	67,455	22.5	15,146	11.6
66	Metallic ores	7	9,493	38.5	3,653	2.8
69	Nonferrous metals (except as listed)	17	12,925	52.2	6,748	5.2
87	Building materials (except as listed)	3	1,336	16.0	214	.2
	Service and other receipts	--	--	--	456	.4
	All other commodities	--	--	--	11,126	8.6
	PAPER AND ITS PRODUCTS TRADE (Commodity coverage, 98.4%)	633			100,862	100.0
30	Notions	11	2,834	16.6	471	.5
53	Toys and games	18	733	34.7	254	.3
56	Industrial equipment and supplies (except electrical and railroad)	37	5,924	14.9	885	.9
78	Books, magazines, sheet music, etc.	9	295	41.6	123	.1
81	Paper goods, (boxes, bags, cups, etc.)	278	46,299	88.1	40,805	40.4
82	Paper (printing, board, etc.)	182	44,477	90.5	40,264	39.9
	Cardboard and paper board	53	10,401	57.9	6,018	--
	Uncoated book, newsprint	59	16,045	83.9	13,459	--
	Wall paper	19	1,485	82.6	1,227	--
	Amount not itemized	--	--	--	19,560	--
83	Stationery and supplies	210	21,674	80.7	17,485	17.3
	Service and other receipts	--	--	--	295	.3
	All other commodities	--	--	--	280	.3

(continued on next page)

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1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

NEW YORK CITY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)					
	PETROLEUM AND ITS PRODUCTS TRADE (Commodity coverage, 100%)	49			$11,110	100.0
76	Petroleum and its products	49	$11,110	97.8	10,869	97.8
	Crude oil	1	39	23.1	9	--
	Gasoline and napthas	4	4,818	61.3	2,952	--
	Fuel and gas oils	10	5,540	54.7	3,028	--
	Kerosene	5	3,156	9.2	290	--
	Lubricants, automotive	18	2,302	28.5	657	--
	Lubricants (except automotive)	11	1,907	65.0	1,239	--
	Other petroleum products	16	2,202	60.3	1,328	--
	Amount not itemized	--	--	--	1,366	--
	Service and other receipts	--	--	--	8	.1
	All other commodities	--	--	--	233	2.1
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 89.5%)	251			34,157	100.0
43	Wiring supplies and electrical construction materials	[illegible]	351	33.9	119	.4
45	Radios, appliances, specialties	[illegible]	1,541	17.3	267	.8
50	Hardware	11	2,553	13.7	351	1.0
51	Plumbing, heating, air-conditioning	251	34,157	90.4	30,869	90.4
	Air-conditioning equipment	10	1,950	28.4	553	--
	Gas appliances and supplies	20	3,602	25.2	909	--
	Oil burners	25	4,734	25.5	1,205	--
	Fittings, valves, brass goods	100	15,451	51.2	7,918	--
	Plumbing fixtures	92	11,699	46.4	5,429	--
	Stoves, ranges, furnaces (except gas and electric)	65	10,387	25.9	2,689	--
	Amount not itemized	--	--	--	12,166	--
62	Building metal work	5	1,912	3.6	68	.2
63	Copper	9	2,648	6.8	179	.5
64	Iron and steel (except scrap)	41	8,121	19.3	1,566	4.6
65	Lead (metallic) and zinc	12	2,176	3.3	72	.2
69	Nonferrous metals (except as listed)	5	1,472	12.3	181	.5
87	Building materials (except as listed)	5	1,078	16.1	174	.5
	Service and other receipts	--	--	--	208	.6
	All other commodities	--	--	--	103	.3
	TOBACCO AND ITS PRODUCTS (EXCEPT LEAF) TRADE (Commodity coverage, 96.9%)	161			94,312	100.0
6	Confectionery and ice cream	95	68,900	7.6	5,260	5.6
	Candy	68	35,741	8.5	3,046	--
	Chewing gum	32	12,935	2.3	302	--
	Ice cream and ices	5	655	1.5	10	--
	Other	7	1,494	9.6	144	--
	Amount not itemized	--	--	--	1,758	--
11	Groceries (except as listed)	8	23,587	1.9	453	.5
37	Drugs and drug sundries	3	13,870	8.3	1,146	1.2
41	Soaps and toiletries	[illegible]	33,783	3.0	1,011	1.1
52	Sporting goods	6	22,282	.9	211	.2
89	Tobacco products	161	94,312	90.5	85,336	90.5
	Cigars	104	60,009	17.6	10,590	--
	Cigarettes	63	61,861	71.6	44,277	--
	Other tobacco products	65	52,473	8.2	4,281	--
	Amount not itemized	--	--	--	26,188	--
	Service and other receipts	--	--	--	30	--
	All other commodities	--	--	--	865	.9
	WASTE MATERIALS TRADE (Commodity coverage, 96.8%)	556			48,164	100.0
63	Copper	5	646	38.9	251	.5
65	Lead (metallic) and zinc	6	886	18.5	164	.4
67	Scrap iron and steel	112	7,363	93.0	6,847	14.2
92	Junk and scrap (except iron)	438	40,798	96.6	39,398	81.8
	Service and other receipts	--	--	--	89	.2
	All other commodities	--	--	--	1,415	2.9
	ALL OTHER TRADES (Commodity coverage, 97.7%)	917			241,651	100.0
11	Groceries (except as listed)	3	16,521	10.7	1,775	.7
26	Other farm products	52	5,784	92.3	5,336	2.2
27	Clothing and furnishings, men's and boys'	1	692	66.5	460	.2
30	Notions	10	908	35.9	326	.1
31	Piece goods	18	7,740	31.6	2,443	1.0
	ALL OTHER TRADES (continued)					
33	Yarns	107	$27,823	94.9	$26,413	10.9
	Cotton yarns	29	6,202	64.5	4,000	--
	Rayon yarns	25	6,649	59.9	3,985	--
	Silk yarns	16	4,146	65.6	2,721	--
	Woolen and worsted yarns	38	9,700	88.9	8,624	--
	Other	13	1,877	41.1	772	--
	Amount not itemized	--	--	--	6,311	--
34	Textile products (except as listed)	78	18,693	68.1	12,738	5.3
38	Chemicals, industrial and heavy	10	19,168	8.1	1,549	.7
39	Oils, animal and vegetable	37	28,400	88.8	25,213	10.4
42	Other chemicals	9	4,026	19.6	788	.3
48	House furnishings	7	6,478	27.3	1,768	.7
56	Industrial equipment and supplies (except electrical and railroad)	7	8,696	10.0	871	.4
78	Books, magazines, sheet music, etc.	119	29,453	97.8	28,807	11.9
79	Logs, ties, pulpwood	16	36,559	84.8	30,994	12.8
82	Paper (printing, board, etc.)	5	15,051	24.1	3,624	1.5
83	Stationery and supplies	8	1,336	35.2	470	.2
84	Woodwork and wood products	65	3,818	99.9	3,814	1.6
92	Junk and scrap (except iron)	5	8,026	16.7	1,343	.6
93	Leather and cut stock	209	19,250	91.4	17,604	7.3
94	Luggage, harness, etc.	23	1,164	97.3	1,133	.5
97	Rubber, crude	19	56,746	94.9	53,862	22.3
98	Second-hand merchandise	8	368	95.9	353	.2
	Service and other receipts	--	--	--	575	.2
	All other commodities	--	--	--	19,392	8.0
	MANUFACTURERS' SALES BRANCHES (WITH STOCKS)					
	AMUSEMENT AND SPORTING GOODS TRADE (Commodity coverage, 100%)	18			30,259	100.0
52	Sporting goods	7	4,567	89.5	4,086	13.5
53	Toys and games	3	4,372	45.6	1,993	6.6
88	Cameras and supplies	6	11,571	100.0	11,571	38.2
95	Motion picture film rentals	3	12,126	99.6	12,075	39.9
	All other commodities	--	--	--	534	1.8
	AUTOMOTIVE TRADE (Commodity coverage, 99.8%)	42			80,301	100.0
35	Automobiles and motor vehicles	18	65,687	88.6	58,187	72.5
	Automobiles, passenger	5	56,513	89.0	50,305	--
	Commercial vehicles	9	23,019	26.3	6,043	--
	Amount not itemized	--	--	--	1,839	--
36	Automotive parts and accessories	42	80,301	25.5	20,441	25.5
	Batteries	6	23,061	.9	208	--
	Tires and tubes	12	27,625	29.3	8,081	--
	Other equipment	33	76,179	14.0	10,652	--
	Amount not itemized	--	--	--	1,500	--
	Service and other receipts	--	--	--	924	1.1
	All other commodities	--	--	--	749	.9
	BEER, WINES AND LIQUORS TRADE (Commodity coverage, 100%)	20			94,125	100.0
2	Beer and other malt liquors	5	4,039	85.0	3,432	3.6
15	Wines and liquors	15	90,086	99.8	89,877	95.5
	Liquors	11	87,405	99.8	87,194	--
	Wines	1	335	100.0	335	--
	Amount not itemized	--	--	--	2,348	--
	All other commodities	--	--	--	816	.9
	CHEMICALS AND PAINTS TRADE (Commodity coverage, 96.7%)	57			107,460	100.0
38	Chemicals, industrial and heavy	14	50,809	74.0	37,589	35.0
40	Paints and varnishes	18	39,073	61.8	24,146	22.5
41	Soaps and toiletries	3	4,278	3.1	134	.1
42	Other chemicals	27	48,321	71.9	34,747	32.3
	Service and other receipts	--	--	--	211	.2
	All other commodities	--	--	--	10,633	9.9
	CLOTHING AND FURNISHINGS TRADE (Commodity coverage, 97.6%)	143			111,411	100.0
27	Clothing and furnishings, men's and boys'	50	58,887	95.7	56,371	50.6
	Furnishings (except shoes)	42	42,805	90.6	38,773	--
	Suits and overcoats	5	10,892	99.9	10,888	--
	Work clothing	4	9,612	69.8	6,710	--

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

NEW YORK CITY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	MANUFACTURERS' SALES BRANCHES (WITH STOCKS)(Continued)					
	CLOTHING AND FURNISHINGS TRADE (continued)					
28	Clothing and accessories, women's and children's	91	$46,525	99.1	$46,114	41.4
	Girls' wear	6	895	84.6	757	--
	Infants' wear	3	890	84.2	749	--
	Dresses	15	7,901	96.5	7,623	--
	Hosiery	9	5,883	94.0	5,528	--
	Millinery	10	1,630	99.8	1,627	--
	Underwear, negligees, etc.	24	17,541	96.0	16,838	--
	Suits and coats (except fur)	8	4,756	99.0	4,710	--
	Other (except shoes and furs)	20	9,258	88.7	8,213	--
	Amount not itemized	--	--	--	69	--
29	Furs and fur clothing	3	364	100.0	364	.3
32	Shoes and other footwear	4	8,316	98.8	8,220	7.4
	Men's and boys' leather	2	3,631	71.7	2,605	--
	Men's and boys' rubber	1	3,105	5.4	168	--
	Women's and children's leather	1	3,105	23.2	721	--
	Women's and children's rubber	1	3,105	.6	19	--
	Infants'	1	3,105	3.9	121	--
	Amount not itemized	--	--	--	4,586	--
	Service and other receipts	--	--	--	60	.1
	All other commodities	--	--	--	282	.2
	COAL AND COKE TRADE (Commodity coverage, 100%)	4			4,103	100.0
73	Coal and coke	4	4,103	99.8	4,094	99.8
	Coke	4	4,103	99.8	4,094	--
	Service and other receipts	--	--	--	9	.2
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADE (Commodity coverage, 97.4%)	56			61,301	100.0
37	Drugs and drug sundries	37	46,492	97.0	45,118	73.6
	Drugs, chemicals, pharmaceuticals	17	25,958	98.7	25,612	--
	Proprietary medicines	10	12,228	92.8	11,349	--
	Drug sundries (except soap)	7	3,527	73.7	2,601	--
	Amount not itemized	--	--	--	5,556	--
41	Soaps and toiletries	25	24,376	66.[illegible]	16,100	26.3
	Toilet articles	3	5,537	31.9	1,765	--
	Toilet preparations, except soaps	19	19,346	60.0	11,604	--
	Toilet soaps	4	7,056	11.1	786	--
	Other soaps	2	4,304	2.3	97	--
	Amount not itemized	--	--	--	1,848	--
	Service and other receipts	--	--	--	5	--
	All other commodities	--	--	--	78	.1
	DRY GOODS (SPECIALTY LINES) TRADE (Commodity coverage, 98.2%)	92			137,541	100.0
30	Notions	34	21,018	88.5	18,609	13.5
31	Piece goods	59	120,160	94.6	113,727	82.7
	Cottons	11	14,990	73.4	10,996	--
	Linens	2	1,731	20.0	347	--
	Rayons	18	43,450	54.9	23,851	--
	Silks and velvets	25	43,694	51.1	22,327	--
	Woolens and worsteds	8	12,541	92.9	11,656	--
	Curtains, draperies, upholsteries	3	3,391	86.2	2,922	--
	Other	3	889	95.6	850	--
	Amount not itemized	--	--	--	40,778	--
33	Yarns	5	15,322	14.1	2,155	1.6
34	Textile products (except as listed)	4	10,004	25.7	2,572	1.8
	Service and other receipts	--	--	--	231	.2
	All other commodities	--	--	--	247	.2
	ELECTRICAL GOODS TRADE (Commodity coverage, 98.1%)	32			49,884	100.0
36	Automotive parts and accessories	3	3,523	17.5	618	1.2
43	Wiring supplies and electrical construction materials	14	11,213	97.4	10,916	21.9
	Interior	7	1,727	88.4	1,527	--
	Lighting fixtures	7	1,160	94.1	1,092	--
	Incandescent lamps	2	8,510	97.5	8,297	--
44	Electrical apparatus and equipment	14	35,453	90.3	32,002	64.2

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	ELECTRICAL GOODS TRADE (continued)					
45	Radios, appliances, specialties	8	$3,881	92.9	$3,605	7.2
	Radios and accessories	2	1,473	29.9	440	--
	Electric refrigerators	3	2,403	79.6	1,913	--
	Other electrical appliances	4	1,256	99.7	1,252	--
	Service and other receipts	--	--	--	2,734	5.5
	All other commodities	--	--	--	9	--
	FARM PRODUCTS - CONSUMER GOODS TRADE (Commodity coverage, 80%)	8			13,431	100.0
3	Butter and cheese	6	10,570	69.5	7,346	54.7
7	Dairy and poultry products (except butter and cheese)	7	6,947	72.3	5,021	37.4
	Eggs	3	854	1.4	12	--
	Milk and cream, fluid	3	3,742	31.7	1,185	--
	Other	2	5.003	76.4	3,824	--
12	Meat and meat products	3	854	2.5	21	.1
	All other commodities	--	--	--	1,043	7.8
	FURNITURE AND HOUSE FURNISHINGS TRADE (Commodity coverage, 100%)	32			16,252	100.0
31	Piece goods	3	1,161	100.0	1,161	7.2
	Domestics	1	216	100.0	216	--
	Curtains, draperies, upholsteries	2	945	100.0	945	--
47	Furniture, wooden and metal	10	3,825	100.0	3,825	23.5
	Household	5	1,841	100.0	1,841	--
	Office and store	3	1,337	100.0	1,337	--
	Amount not itemized	--	--	--	647	--
48	House furnishings	16	9,364	96.2	9,011	55.4
	Carpets and rugs	3	6,800	98.5	6,698	--
	House furnishings (except as listed)	11	2,529	90.0	2,277	--
	Amount not itemized	--	--	--	36	--
	Service and other receipts	--	--	--	291	1.8
	All other commodities	--	--	--	1,964	12.1
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 87.3%)	117			246,494	100.0
1	Bakery products	17	9,619	72.4	6,963	2.8
3	Butter and cheese	32	90,729	6.6	5,951	2.4
4	Canned foods	55	127,953	17.8	22,803	9.3
	Canned fruit	4	8,102	36.3	2,938	--
	Canned vegetables	3	8,081	15.8	1,276	--
	Canned fish and sea foods	4	6,262	13.3	832	--
	Canned meats	40	105,755	1.8	1,881	--
	Canned milk	21	70,640	12.2	8,646	--
	Other	21	65,757	3.9	2,538	--
	Amount not itemized	--	--	--	4,692	--
5	Coffee	8	22,043	29.9	6,582	2.7
6	Confectionery and ice cream	8	23,432	50.8	11,909	4.8
7	Dairy and poultry products (except butter and cheese)	33	92,316	18.2	16,778	6.8
	Eggs	27	80,390	5.3	4,291	--
	Poultry	32	91,524	13.6	12,486	--
	Other	1	2,134	--	1	--
9	Flour	6	26,347	36.5	9,627	3.9
11	Groceries (except as listed)	62	180,706	23.7	42,758	17.4
	Cereal preparations	7	29,644	29.5	8,755	--
	Extracts and spices	3	3,349	8.8	296	--
	Lard substitutes and cooking fats	33	104,800	8.7	9,079	--
	Nuts (all kinds)	1	12,103	6.5	781	--
	Butter substitutes	16	57,350	.7	407	--
	Pickles, preserves, and sauces	7	13,981	15.5	2,172	--
	Teas	7	16,561	9.6	1,591	--
	Other	19	56,528	33.1	18,692	--
	Amount not itemized	--	--	--	985	--
12	Meats and meat products	44	106,051	74.9	79,458	32.2
	Lard	38	101,992	1.1	1,164	--
	Meats, fresh	40	103,928	59.1	61,466	--
	Meats, cured or smoked	40	102,083	13.7	13,975	--
	Other	19	52,447	5.4	2,853	--
13	Soft drinks	3	3,392	62.3	2,114	.9

(continued on next page)

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1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade

NEW YORK CITY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (Continued)					
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (continued)					
16	Other food and related products	6	$10,786	10.2	$1,097	.4
18	Feed	3	12,233	5.7	696	.3
39	Oils, animal and vegetable	12	61,015	2.0	1,226	.5
41	Soaps and toiletries	36	115,449	11.8	13,622	5.5
	Toilet soaps	31	100,518	2.4	2,387	--
	Other soaps	30	88,952	7.8	6,900	--
	Amount not itemized	--	--	--	4,335	--
42	Other chemicals	5	28,684	7.1	2,033	.8
	Service and other receipts	--	--	--	25	--
	All other commodities	--	--	--	22,852	9.3
	HARDWARE TRADE (Commodity coverage, 97.8%)	12			3,125	100.0
50	Hardware	12	3,125	95.1	2,971	95.1
	Builders' hardware	3	340	97.9	333	--
	Shelf or light hardware	3	529	83.7	443	--
	Tools and cutlery	2	268	72.8	195	--
	Other	6	2,256	88.7	2,000	--
	Service and other receipts	--	--	--	1	--
	All other commodities	--	--	--	153	4.9
	JEWELRY AND OPTICAL GOODS TRADE (Commodity coverage, 99.9%)	28			63,068	100.0
91	Jewelry, silverware, etc.	20	60,201	99.9	60,176	95.4
	Clocks and watches	2	727	100.0	727	--
	Jewelry	8	2,761	100.0	2,761	--
	Precious stones and metals	3	52,475	99.9	52,444	--
	Silverware and plated ware	5	4,149	100.0	4,149	--
	Amount not itemized	--	--	--	95	--
96	Optical goods	8	2,867	85.7	2,456	3.9
	Service and other receipts	--	--	--	24	--
	All other commodities	--	--	--	412	.7
	LUMBER AND CONSTRUCTION MATERIALS TRADE (Commodity coverage, 89.8%)	17			4,290	100.0
70	Brick, tile, and terra cotta	6	1,420	99.9	1,419	33.1
71	Building stone, slate, concrete	3	356	65.7	234	5.5
80	Lumber	3	491	100.0	491	11.4
87	Building materials (except as listed)	3	482	42.7	206	4.8
	Service and other receipts	--	--	--	1	--
	All other commodities	--	--	--	1,939	45.2
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 93.3%)	192			92,661	100.0
31	Piece goods	6	2,006	99.7	2,000	2.2
34	Textile products (except as listed)	4	1,169	60.1	703	.8
37	Drugs and drug sundries	6	12,733	42.4	5,393	5.8
	Druggists' rubber goods	2	7,616	8.7	665	--
	Drug sundries (except soap)	2	1,735	3.1	54	--
	Amount not itemized	--	--	--	4,674	--
41	Soaps and toiletries	6	5,660	44.7	2,529	2.7
42	Other chemicals	7	2,197	75.9	1,668	1.8
44	Electrical apparatus and equipment	3	3,392	12.5	424	.5
51	Plumbing, heating, air-conditioning	4	1,464	12.8	188	.2
54	Barber and beauty-parlor equipment	3	2,453	74.5	1,827	2.0
55	Farm machinery and garden equipment	8	5,638	46.6	2,630	2.8
56	Industrial equipment and supplies (except electrical and railroad)	63	25,770	70.9	18,264	19.7
	Belting, mechanical rubber goods, etc.	8	7,787	42.0	3,270	--
	Power transmission equipment	6	1,197	100.0	1,197	--
	Materials-handling equipment	3	317	44.5	141	--
	Metal-working tools	8	2,324	94.5	2,196	--
	Rope, cordage, and twine	3	1,086	100.0	1,086	--
	Other	37	13,270	78.1	10,370	--
	Amount not itemized	--	--	--	4	--
57	Industrial machinery (non-electrical)	33	19,238	75.2	14,466	15.7
	Construction machinery	3	737	99.7	735	--
	Machine tools (power driven)	2	79	100.0	79	--
	Mine, quarry, pump machinery	5	4,416	35.9	1,584	--
	Power plant machinery (except electrical)	3	3,244	39.8	1,291	--
	Textile machinery	1	145	100.0	145	--
	Other	21	13,574	78.3	10,632	--
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (continued)					
58	Office and store machines and equipment	41	$23,669	66.8	$15,802	17.0
	Office machines and equipment	32	18,267	76.7	14,005	--
	Store fixtures and equipment	8	5,209	31.0	1,613	--
	Amount not itemized	--	--	--	184	--
59	Railroad equipment and supplies	6	3,871	29.1	1,128	1.2
60	Surgical, dental, hospital equipment	16	7,400	99.4	7,354	7.9
84	Woodwork and wood products	3	442	100.0	442	.5
88	Cameras and supplies	3	1,337	43.4	580	.6
	Service and other receipts	--	--	--	4,534	4.9
	All other commodities	--	--	--	12,729	13.7
	METALS AND METAL WORK (EXCEPT SCRAP) TRADE (Commodity coverage, 99.6%)	27			70,643	100.0
42	Other chemicals	3	35,483	2.6	922	1.3
50	Hardware	4	2,683	49.7	1,333	1.9
63	Copper	3	49,163	41.4	20,338	28.8
64	Iron and steel (except scrap)	17	24,254	85.7	20,792	29.4
	Iron and steel pipe	1	14,176	.1	9	--
	Seamless steel tubing	1	14,176	1.9	271	--
	Steel sheet	2	14,539	.8	110	--
	Structural iron and steel	3	1,942	98.1	1,906	--
	Wire fencing	1	14,176	1.2	164	--
	Wire and wire rope or cable	6	15,043	70.4	10,587	--
	Other rolled iron and steel	4	16,456	21.8	3,590	--
	Amount not itemized	--	--	--	4,155	--
69	Nonferrous metals (except as listed)	3	664	86.7	576	.8
	All other commodities	--	--	--	26,682	37.8
	PAPER AND ITS PRODUCTS TRADE (Commodity coverage, 100.0%)	32			72,260	100.0
81	Paper goods (boxes, bags, cups, etc.)	14	29,580	67.5	19,952	27.6
82	Paper (printing, board, etc.)	13	57,526	80.3	46,203	63.9
	Cardboard and paper board	2	10,720	100.0	10,720	--
	Uncoated book, newsprint	5	12,073	60.9	7,353	--
	Amount not itemized	--	--	--	28,130	--
83	Stationery and supplies	10	14,720	32.8	4,824	6.7
	Service and other receipts	--	--	--	685	1.0
	All other commodities	--	--	--	596	.8
	PETROLEUM AND ITS PRODUCTS TRADE (Commodity coverage, 86.0%)	4			4,654	100.0
76	Petroleum and its products	4	4,654	84.0	3,909	84.0
	Lubricants, automotive	1	52	100.0	52	--
	Other petroleum products	2	231	100.0	231	--
	Amount not itemized	--	--	--	3,626	--
	Service and other receipts	--	--	--	34	.7
	All other commodities	--	--	--	711	15.3
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 96.6%)	32			15,091	100.0
51	Plumbing, heating, air-conditioning	32	15,091	94.4	14,244	94.4
	Gas appliances and supplies	3	487	78.2	381	--
	Oil burners	1	293	100.0	293	--
	Fittings, valves, brass goods	9	6,086	44.2	2,690	--
	Plumbing fixtures	7	6,153	32.4	1,993	--
	Stoves, ranges, furnaces (except gas and electric)	18	11,506	67.5	7,766	--
	Amount not itemized	--	--	--	1,121	--
	All other commodities	--	--	--	847	5.6
	TOBACCO AND ITS PRODUCTS (EXCEPT LEAF) TRADE (Commodity coverage, 100.0%)	16			266,595	100.0
89	Tobacco products	16	266,595	98.9	263,673	98.9
	Cigars	14	242,222	7.0	16,993	--
	Cigarettes	4	253,193	81.0	205,125	--
	Other tobacco products	5	253,294	15.5	39,332	--
	Amount not itemized	--	--	--	2,223	--
	Service and other receipts	--	--	--	2,765	1.0
	All other commodities	--	--	--	157	.1
	ALL OTHER TRADES (Commodity coverage, 99.7%)	63			40,252	100.0
34	Textile products (except as listed)	9	8,685	96.1	8,344	20.7
39	Oils, animal and vegetable	3	7,554	99.4	7,508	18.7

(continued on next page)

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2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

NEW YORK CITY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (Continued)					
	ALL OTHER TRADES (continued)					
78	Books, magazines, sheet music, etc.	12	$8,162	100.0	$8,162	20.3
93	Leather and cut stock	11	9,336	97.6	9,111	22.6
94	Luggage, harness, etc.	4	555	75.0	416	1.0
	Service and other receipts	--	--	--	66	.2
	All other commodities	--	--	--	6,645	16.5
	MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)					
	AMUSEMENT AND SPORTING GOODS TRADE (Commodity coverage, 97.2%)	9			12,269	100.0
95	Motion picture film rentals	6	12,198	99.6	12,150	99.0
	All other commodities	--	--	--	119	1.0
	AUTOMOTIVE TRADE (Commodity coverage, 100.0%)	4			15,348	100.0
36	Automotive parts and accessories	3	3,928	100.0	3,928	25.6
	Batteries	2	1,772	100.0	1,772	--
	Amount not itemized	--	--	--	2,156	--
	All other commodities	--	--	--	11,420	74.4
	BEER, WINES AND LIQUORS TRADE (Commodity coverage, 75.3%)	5			30,580	100.0
15	Wines and liquors	3	30,108	93.7	28,204	92.2
	Liquors	3	30,108	93.7	28,204	--
	All other commodities	--	--	--	2,376	7.8
	CHEMICALS AND PAINTS TRADE (Commodity coverage, 99.2%)	38			80,145	100.0
38	Chemicals, industrial and heavy	11	62,467	86.8	54,243	67.7
40	Paints and varnishes	10	11,246	38.8	4,358	5.4
42	Other chemicals	20	24,186	70.1	16,952	21.2
	Service and other receipts	--	--	--	101	.1
	All other commodities	--	--	--	4,491	5.6
	CLOTHING AND FURNISHINGS TRADE (Commodity coverage, 97.7%)	129			85,176	100.0
27	Clothing and furnishings, men's and boys'	59	37,667	98.3	37,033	43.5
	Hats and caps	5	1,014	100.0	1,014	--
	Furnishings (except shoes)	37	21,940	97.1	21,297	--
	Suits and overcoats	10	6,626	100.0	6,626	--
	Work clothing	3	4,241	100.0	4,241	--
	Amount not itemized	--	--	--	3,855	--
28	Clothing and accessories, women's and children's	66	48,005	97.0	46,571	54.7
	Girls' wear	1	360	100.0	360	--
	Infants' wear	7	1,733	100.0	1,733	--
	Dresses	10	5,910	100.0	5,910	--
	Hosiery	8	21,747	77.9	16,950	--
	Millinery	6	1,052	100.0	1,052	--
	Underwear, negligees, etc.	18	17,234	67.6	11,646	--
	Suits and coats (except fur)	2	149	100.0	149	--
	Other (except shoes and furs)	10	8,822	45.9	4,049	--
	Amount not itemized	--	--	--	4,722	--
32	Shoes and other footwear	4	437	100.0	437	.5
	Service and other receipts	--	--	--	75	.1
	All other commodities	--	--	--	1,060	1.2
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADE (Commodity coverage, 30.2%)	11			1,483	100.0
41	Soaps and toiletries	10	1,479	97.7	1,445	97.4
	Toilet articles	2	677	100.0	677	--
	Toilet preparations, except soaps	7	737	98.6	727	--
	Amount not itemized	--	--	--	41	--
	All other commodities	--	--	--	38	2.6
	DRY GOODS (SPECIALTY LINES) TRADE (Commodity coverage, 100.0%)	39			158,932	100.0
30	Notions	10	11,526	74.7	8,611	5.4
	DRY GOODS (SPECIALTY LINES) TRADE (continued)					
31	Piece goods	29	$149,417	98.1	$146,616	92.3
	Cottons	8	56,704	59.0	33,431	--
	Linens	2	1,126	3.7	42	--
	Rayons	7	64,886	26.5	17,180	--
	Silks and velvets	3	763	93.7	715	--
	Woolens and worsteds	8	120,776	67.1	81,090	--
	Domestics	2	51,947	5.2	2,712	--
	Curtains, draperies, upholsteries	2	51,258	2.1	1,075	--
	Other	4	5,284	26.1	1,380	--
	Amount not itemized	--	--	--	8,991	--
	All other commodities	--	--	--	3,705	2.3
	ELECTRICAL GOODS TRADE (Commodity coverage, 98.3%)	26			30,338	100.0
43	Wiring supplies and electrical construction materials	9	22,337	38.2	8,543	28.2
	Interior	5	11,132	70.5	7,844	--
	Outside	2	4,437	3.6	158	--
	Lighting fixtures	2	10,667	1.0	102	--
	Amount not itemized	--	--	--	439	--
44	Electrical apparatus and equipment	15	17,473	78.6	13,731	45.3
45	Radios, appliances, specialties	5	11,942	31.1	3,715	12.2
	Electric refrigerators	3	10,971	16.7	1,827	--
	Other electrical appliances	4	11,900	15.9	1,888	--
	All other commodities	--	--	--	4,349	14.3
	FURNITURE AND HOUSE FURNISHINGS TRADE (Commodity coverage, 97.9%)	29			16,606	100.0
31	Piece goods	7	1,942	100.0	1,942	11.7
	Domestics	1	40	100.0	40	--
	Curtains, draperies, upholsteries	5	1,789	100.0	1,789	--
	Amount not itemized	--	--	--	113	--
46	China, glassware and crockery	3	1,233	100.0	1,233	7.4
47	Furniture, wooden and metal	6	589	100.0	589	3.6
48	House furnishings	12	12,587	99.8	12,573	75.7
	Carpets and rugs	3	8,837	99.9	8,835	--
	Other floor coverings	2	3,449	100.0	3,449	--
	House furnishings (except as listed)	7	311	68.8	214	--
	Amount not itemized	--	--	--	75	--
	Service and other receipts	--	--	--	2	--
	All other commodities	--	--	--	267	1.6
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 88.6%)	21			27,800	100.0
6	Confectionery and ice cream	3	859	91.5	786	2.8
11	Groceries (except as listed)	13	13,048	70.4	9,189	33.1
	Cereal preparations	1	1,595	100.0	1,595	--
	Extracts and spices	4	210	50.0	105	--
	Pickles, preserves and sauces	1	90	33.3	30	--
	Other	7	11,163	66.9	7,459	--
	Service and other receipts	--	--	--	10	--
	All other commodities	--	--	--	17,815	64.1
	HARDWARE TRADE (Commodity coverage, 99.2%)	8			4,302	100.0
50	Hardware	8	4,302	93.8	4,037	93.8
	Shelf or light hardware	2	1,505	100.0	1,505	--
	Tools and cutlery	1	853	100.0	853	--
	Other	2	389	100.0	389	--
	Amount not itemized	--	--	--	1,290	--
	All other commodities	--	--	--	265	6.2
	JEWELRY AND OPTICAL GOODS TRADE (Commodity coverage, 100.0%)	13			2,364	100.0
48	House furnishings	1	564	34.4	194	8.2
91	Jewelry, silverware, etc.	12	2,304	94.2	2,170	91.8
	Clocks and watches	2	300	100.0	300	--
	Jewelry	5	343	100.0	343	--
	Silverware and plated ware	3	1,485	86.8	1,289	--
	Amount not itemized	--	--	--	238	--

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

NEW YORK CITY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS) (Continued)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	LUMBER AND CONSTRUCTION MATERIALS TRADE (Commodity coverage, 83.6%)	35			$25,276	100.0
62	Building metal work	4	$1,179	93.8	1,106	4.4
70	Brick, tile, and terra cotta	6	959	85.2	817	3.2
72	Cement, lime, plaster, stucco	6	2,702	85.2	2,301	9.1
87	Building materials (except as listed)	14	17,420	76.9	13,400	53.0
	Service and other receipts	--	--	--	103	.4
	All other commodities	--	--	--	7,549	29.9
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 85.2%)	131			122,934	100.0
42	Other chemicals	5	846	62.3	527	.4
56	Industrial equipment and supplies (except electrical and railroad)	34	50,135	71.1	35,643	29.0
	Belting, mechanical rubber goods, etc.	4	3,205	52.6	1,685	--
	Power transmission equipment	1	396	62.4	247	--
	Materials-handling equipment	1	228	100.0	228	--
	Metal-working tools	1	785	35.0	275	--
	Rope, cordage, and twine	2	1,462	94.5	1,382	--
	Other	25	44,059	72.2	31,826	--
57	Industrial machinery (non-electrical)	53	28,531	77.3	22,062	17.9
	Construction machinery	4	1,277	100.0	1,277	--
	Machine tools (power driven)	3	1,122	75.6	848	--
	Mine, quarry, pump machinery	2	234	95.3	223	--
	Oil well and refining machinery	4	7,314	37.1	2,716	--
	Power plant machinery (except electrical)	12	10,141	89.5	9,076	--
	Textile machinery	1	71	100.0	71	--
	Other	26	8,343	93.7	7,819	--
	Amount not itemized	--	--	--	32	--
58	Office and store machines and equipment	20	2,527	89.4	2,259	1.8
59	Railroad equipment and supplies	11	22,928	93.1	21,342	17.4
60	Surgical, dental, hospital equipment	5	1,606	94.1	1,512	1.2
64	Iron and steel (except scrap)	4	8,237	19.3	1,592	1.3
83	Stationery and supplies	3	537	79.0	424	.4
	Service and other receipts	--	--	--	595	.5
	All other commodities	--	--	--	36,978	30.1
	METAL AND METAL WORK (EXCEPT SCRAP) TRADE (Commodity coverage, 67.4%)	43			105,688	100.0
50	Hardware	3	13,881	.8	107	.1
61	Aluminum, bars, wire, etc.	3	8,223	97.5	8,014	7.6
63	Copper	4	24,075	98.0	23,590	22.3
64	Iron and steel (except scrap)	29	57,350	98.8	56,641	53.6
	Iron and steel pipe	8	27,238	21.3	5,799	--
	Seamless steel tubing	4	18,986	23.3	4,424	--
	Pig iron	2	19,063	.7	128	--
	Rough castings and forgings	3	8,256	3.9	322	--
	Steel sheet	7	28,218	50.5	14,254	--
	Structural iron and steel	4	23,762	29.0	6,881	--
	Wire fencing	3	13,032	1.2	159	--
	Wire and wire rope or cable	2	12,960	7.6	986	--
	Other rolled iron and steel	8	22,722	47.4	10,763	--
	Amount not itemized	--	--	--	12,925	--
69	Nonferrous metals (except as listed)	6	14,508	82.7	11,991	11.3
	All other commodities	--	--	--	5,345	5.1
	PAPER AND ITS PRODUCTS TRADE (Commodity coverage, 100.0%)	42			57,230	100.0
81	Paper goods (boxes, bags, cups, etc.)	18	18,828	75.0	14,124	24.7
82	Paper (printing, board, etc.)	13	41,873	84.2	35,272	61.6
	Cardboard and paper board	5	32,212	79.5	25,609	--
	Uncoated book, newsprint	3	2,775	100.0	2,775	--
	Wall paper	1	225	100.0	225	--
	Amount not itemized	--	--	--	6,663	--
83	Stationery and supplies	13	4,593	97.5	4,478	7.8
	All other commodities	--	--	--	3,356	5.9
	PETROLEUM AND ITS PRODUCTS TRADE (Commodity coverage, 67.7%)	4			$18,578	100.0
76	Petroleum and its products	4	$18,578	99.9	18,557	99.9
	Crude oil	2	7,136	--	2	--
	Gasoline and naphthas	2	7,136	74.2	5,293	--
	Fuel and gas oils	2	7,136	3.1	224	--
	Kerosene	2	7,136	11.5	819	--
	Lubricants, automotive	2	7,857	11.8	925	--
	Lubricants (except automotive)	2	7,552	10.7	810	--
	Other petroleum products	2	7,136	2.5	179	--
	Amount not itemized	--	--	--	10,305	--
	Service and other receipts	--	--	--	17	.1
	All other commodities	--	--	--	4	--
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 92.4%)	14			3,037	100.0
51	Plumbing, heating, air-conditioning	14	3,037	98.8	3,000	98.8
	Air-conditioning equipment	2	506	38.1	193	--
	Gas appliances and supplies	3	1,535	26.3	404	--
	Oil burners	1	40	100.0	40	--
	Fittings, valves, brass goods	5	510	93.7	478	--
	Stoves, ranges, furnaces (except gas and electric)	3	1,861	78.8	1,466	--
	Amount not itemized	--	--	--	419	--
	All other commodities	--	--	--	37	1.2
	ALL OTHER TRADES (Commodity coverage 99.9%)	58			59,749	100.0
33	Yarns	6	25,943	95.6	24,813	41.5
	Cotton yarns	2	803	100.0	803	--
	Rayon yarns	4	25,146	95.5	24,010	--
34	Textile products (except as listed)	3	2,387	100.0	2,387	4.0
78	Books, magazines, sheet music, etc.	20	17,437	87.6	15,276	25.6
79	Logs, ties, pulpwood	4	3,618	100.0	3,618	6.1
84	Woodwork and wood products	11	3,067	99.9	3,063	5.1
94	Luggage, harness, etc.	3	490	75.3	369	.6
	Service and other receipts	--	--	--	208	.3
	All other commodities	--	--	--	10,015	16.8

BULK TANK STATIONS

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	PETROLEUM AND ITS PRODUCTS TRADE (Commodity coverage, 99.9%)	59			79,907	100.0
76	Petroleum and its products	59	79,907	98.5	78,676	98.4
	Crude oil	3	13,263	.3	39	--
	Gasoline and naphthas	29	56,072	67.9	38,048	--
	Fuel and gas oils	23	51,953	11.3	5,889	--
	Kerosene	28	53,736	9.5	5,079	--
	Lubricants, automotive	32	52,467	6.2	3,244	--
	Lubricants (except automotive)	15	34,619	10.4	3,615	--
	Other petroleum products	22	45,408	2.5	1,126	--
	Amount not itemized	--	--	--	21,636	--
	Service and other receipts	--	--	--	129	.2
	All other commodities	--	--	--	1,102	1.4

AGENTS AND BROKERS

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	AMUSEMENT AND SPORTING GOODS TRADE (Commodity coverage, 91.1%)	105			15,088	100.0
43	Wiring supplies and electrical construction materials	3	853	21.5	183	1.2
48	House furnishings	4	1,140	27.5	313	2.1
52	Sporting goods	17	1,867	100.0	1,867	12.4
53	Toys and games	43	8,517	89.3	7,605	50.4
83	Stationery and supplies	3	273	19.8	54	.4
88	Cameras and supplies	4	110	96.4	106	.7
94	Luggage, harness, etc.	3	60	51.7	31	.2
95	Motion picture film rentals	13	1,890	100.0	1,890	12.5
	All other commodities	--	--	--	3,039	20.1

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity.

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

NEW YORK CITY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	AGENTS AND BROKERS (Continued)					
	AUTOMOTIVE TRADE (Commodity coverage, 57.4%)	52			$16,729	100.0
35	Automobiles and motor vehicles	11	$5,443	69.7	3,794	22.7
	Automobiles, passenger	5	3,439	60.2	2,070	--
	Commercial vehicles	7	3,383	37.7	1,274	--
	Tractors	2	130	40.8	53	--
	Amount not itemized	--	--	--	397	--
36	Automotive parts and accessories	48	14,514	53.3	7,743	46.3
	Batteries	4	189	13.8	26	--
	Tires and tubes	2	86	39.5	34	--
	Other equipment	35	5,755	59.0	3,395	--
	Amount not itemized	--	--	--	4,288	--
37	Drugs and drug sundries	4	2,319	1.2	28	.2
45	Radios, appliances, specialties	5	2,730	4.4	121	.7
	Service and other receipts	--	--	--	39	.2
	All other commodities	--	--	--	5,004	29.9
	BEER, WINES AND LIQUORS TRADE (Commodity coverage, 100.0%)	4			957	100.0
15	Wines and liquors	4	957	100.0	957	100.0
	Liquors	1	850	100.0	850	--
	Wines	2	81	100.0	81	--
	Amount not itemized	--	--	--	26	--
	CHEMICALS AND PAINTS TRADE (Commodity coverage, 96.5%)	99			51,267	100.0
38	Chemicals, industrials and heavy	27	11,678	88.4	10,329	20.1
39	Oils, animal and vegetable	3	864	11.3	98	.2
40	Paints and varnishes	14	946	57.3	542	1.1
41	Soaps and toiletries	3	645	33.8	218	.4
42	Other chemicals	59	39,332	98.1	38,581	75.2
76	Petroleum and its products	3	1,837	7.8	144	.3
	Service and other receipts	--	--	--	44	.1
	All other commodities	--	--	--	1,311	2.6
	CLOTHING AND FURNISHINGS TRADE (Commodity coverage, 84.0%)	605			300,918	100.0
27	Clothing and furnishings, men's and boys'	123	48,888	64.3	31,435	10.5
	Hats and caps	17	5,372	92.3	4,956	--
	Furnishings (except shoes)	53	26,989	53.4	14,407	--
	Suits and overcoats	34	11,596	48.8	5,661	--
	Work clothing	11	4,662	36.9	1,722	--
	Amount not itemized	--	--	--	4,689	--
28	Clothing and accessories, women's and children's	478	273,379	94.6	258,619	85.9
	Girls' wear	27	8,598	14.6	1,254	--
	Infants' wear	26	4,800	47.5	2,279	--
	Dresses	185	73,839	55.3	40,800	--
	Hosiery	66	59,561	80.4	47,894	--
	Millinery	85	33,061	48.7	16,088	--
	Underwear, negligees, etc.	47	24,838	48.8	12,124	--
	Suits and coats (except fur)	121	62,180	38.3	23,822	--
	Other (except shoes and furs)	96	32,362	32.7	10,568	--
	Amount not itemized	--	--	--	103,790	--
29	Furs and fur clothing	68	20,803	39.6	8,233	2.7
32	Shoes and other footwear	12	827	67.1	555	.2
	Service and other receipts	--	--	--	885	.3
	All other commodities	--	--	--	1,191	.4
	COAL AND COKE TRADE (Commodity coverage, 99.9%)	32			73,461	100.0
73	Coal and coke	32	73,461	99.6	73,176	99.6
	Anthracite	14	40,233	93.3	37,532	--
	Bituminous	20	31,145	55.3	17,210	--
	Coke	5	10,493	16.5	1,736	--
	Amount not itemized	--	--	--	16,698	--
	Service and other receipts	--	--	--	285	.4
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADE (Commodity coverage, 89.5%)	48			13,329	100.0
37	Drugs and drug sundries	29	10,772	87.2	9,388	70.4
	Druggists' rubber goods	1	44	100.0	44	--
	Drugs, chemicals, pharmaceuticals	12	4,674	90.1	4,209	--
	Proprietary medicines	5	3,279	60.4	1,981	--
	Drug sundries (except soap)	10	5,169	33.7	1,744	--
	Amount not itemized	--	--	--	1,410	--
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADE (continued)					
39	Oils, animal and vegetable	3	$944	14.1	$133	1.0
41	Soaps and toiletries	23	5,235	57.9	3,033	22.8
	Toilet articles	14	3,979	34.4	1,370	--
	Toilet preparations (except soaps)	12	3,907	41.4	1,619	--
	Toilet soaps	1	160	1.3	2	--
	Other soaps	1	47	2.1	1	--
	Amount not itemized	--	--	--	41	--
	Service and other receipts	--	--	--	4	--
	All other commodities	--	--	--	771	5.8
	DRY GOODS (SPECIALTY LINES) TRADE (Commodity coverage, 93.3%)	380			786,663	100.0
28	Clothing and accessories, women's and children's	16	49,563	6.2	3,086	.4
30	Notions	38	11,880	97.5	11,587	1.5
31	Piece goods	331	773,436	98.8	764,495	97.2
	Cottons	123	384,040	92.1	353,729	--
	Jute fabrics	2	792	37.9	300	--
	Linens	10	10,857	24.8	2,696	--
	Rayons	46	124,523	40.2	50,003	--
	Silks and velvets	54	58,214	41.2	23,968	--
	Woolens and worsteds	117	246,236	76.1	187,457	--
	Domestics	5	37,807	14.2	5,366	--
	Curtains, draperies, upholsteries	5	4,414	12.2	540	--
	Other	7	6,182	71.0	4,392	--
	All other commodities	--	--	--	136,044	--
33	Yarns	6	57,818	7.8	4,504	.6
	Service and other receipts	--	--	--	346	--
	All other commodities	--	--	--	2,645	.3
	ELECTRICAL GOODS TRADE (Commodity coverage, 97.2%)	127			11,480	100.0
36	Automotive parts and accessories	8	917	16.5	151	1.3
43	Wiring supplies and electrical construction materials	54	6,034	87.1	5,256	45.8
	Interior	25	3,325	83.2	2,765	--
	Outside	3	143	60.8	87	--
	Lighting fixtures	20	1,525	63.0	961	--
	Incandescent lamps	12	680	84.3	573	--
	Amount not itemized	--	--	--	870	--
44	Electrical apparatus and equipment	18	1,346	89.2	1,200	10.5
45	Radios, appliances, specialties	63	5,331	79.9	4,260	37.1
	Radios and accessories	37	3,630	84.5	3,068	--
	Electric refrigerators	7	376	64.1	241	--
	Other electrical appliances	26	1,478	54.8	810	--
	Amount not itemized	--	--	--	141	--
51	Plumbing, heating, air-conditioning	3	80	33.8	27	.2
	Service and other receipts	--	--	--	41	.4
	All other commodities	--	--	--	545	4.7
	FARM PRODUCTS - RAW MATERIALS TRADE (Commodity coverage, 88.6%)	177			163,364	100.0
11	Groceries (except as listed)	4	3,434	11.6	399	.2
17	Cotton, raw	6	5,566	74.4	4,142	2.5
19	Grains	8	51,318	96.0	49,265	30.1
	Corn	3	28,479	26.6	7,573	--
	Wheat	4	30,134	33.3	10,044	--
	Other	5	30,255	35.0	10,585	--
	Amount not itemized	--	--	--	21,063	--
20	Hides, skins, and raw furs	110	35,203	93.5	32,926	20.2
21	Livestock	8	1,265	100.0	1,265	.8
23	Silk, raw	13	7,943	90.4	7,177	4.4
24	Tobacco, leaf	11	2,262	100.0	2,262	1.4
25	Wool, raw	7	5,219	46.2	2,413	1.5
26	Other farm products	23	42,033	91.2	38,331	23.5
39	Oils, animal and vegetable	4	28,950	5.4	1,571	1.0
	Service and other receipts	--	--	--	242	.1
	All other commodities	--	--	--	23,371	14.3

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity.

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

NEW YORK CITY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	AGENTS AND BROKERS (Continued)					
	FARM PRODUCTS - CONSUMER GOODS TRADE (Commodity coverage, 97.0%)	202			$213,964	100.0
3	Butter and cheese	14	$7,365	56.4	4,156	1.9
7	Dairy and poultry products (except butter and cheese)	50	39,399	96.2	37,889	17.7
	Eggs	24	8,554	57.7	4,933	--
	Milk and cream, fluid	2	1,485	100.0	1,485	--
	Poultry	27	31,311	96.7	30,292	--
	Other	2	454	15.2	69	--
	Amount not itemized	--	--	--	1,110	--
10	Fruits and vegetables	147	171,821	98.7	169,567	79.3
	Fresh fruits	89	133,458	79.5	106,153	--
	Fresh vegetables	87	83,100	46.3	38,478	--
	Amount not itemized	--	--	--	24,936	--
11	Groceries (except as listed)	3	18,190	3.2	576	.3
	All other commodities	--	--	--	1,776	.8
	FARM SUPPLIES TRADE (Commodity coverage, 97.8%)	15			6,992	100.0
18	Feed	8	4,557	24.6	1,121	16.0
	Hay, straw, and alfalfa	4	214	47.7	102	--
	Mixed and other	2	4,034	16.9	680	--
	Amount not itemized	--	--	--	339	--
22	Seeds	3	734	61.6	452	6.5
90	Fertilizer and fertilizer materials	7	5,869	87.2	5,120	73.2
	All other commodities	--	--	--	299	4.3
	FURNITURE AND HOUSE FURNISHINGS TRADE (Commodity coverage, 99.4%)	116			33,067	100.0
31	Piece goods	12	18,068	65.6	11,855	35.9
	Cottons	1	1,154	29.9	345	--
	Domestics	9	17,520	57.1	10,009	--
	Curtains, draperies, upholsteries	3	3,408	39.9	1,360	--
	Amount not itemized	--	--	--	141	--
45	Radios, appliances, specialties	4	849	30.7	261	.8
46	China, glassware, and crockery	20	3,962	87.6	3,469	10.5
47	Furniture, wooden and metal	32	4,704	83.5	3,929	11.8
	Household	17	2,898	80.2	2,325	--
	Office and store	8	275	56.0	154	--
	Amount not itemized	--	--	--	1,450	--
48	House furnishings	63	10,990	66.1	7,263	22.0
	Carpets and rugs	15	6,801	40.4	2,750	--
	Other floor coverings	8	1,753	79.6	1,395	--
	House furnishings (except as listed)	43	3,687	72.4	2,670	--
	Amount not itemized	--	--	--	448	--
	Service and other receipts	--	--	--	10	--
	All other commodities	--	--	--	6,280	19.0
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 86.1%)	270			388,361	100.0
1	Bakery products	7	2,439	65.2	1,591	.4
3	Butter and cheese	6	3,987	43.2	1,724	.4
4	Canned foods	65	49,471	59.8	29,573	7.6
	Canned fruits	28	28,718	24.7	7,101	--
	Canned vegetables	28	27,471	27.2	7,461	--
	Canned fish and sea foods	35	30,975	19.1	5,919	--
	Canned meats	8	4,762	8.9	423	--
	Canned milk	4	1,313	62.1	815	--
	Other	13	12,236	12.0	1,464	--
	Amount not itemized	--	--	--	6,390	--
5	Coffee	54	72,101	69.4	50,016	12.9
	Green	43	60,852	67.9	41,308	--
	Roasted	7	5,053	48.2	2,436	--
	Amount not itemized	--	--	--	6,272	--
6	Confectionery and ice cream	9	2,068	40.9	846	.2
7	Dairy and poultry products (except butter and cheese)	6	2,921	20.2	590	.1
8	Fish and sea foods	13	3,072	62.2	1,912	.5
9	Flour	23	24,049	57.6	13,854	3.6
10	Fruits and vegetables	5	8,881	6.4	572	.2
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (continued)					
11	Groceries (except as listed)	96	$69,436	55.6	$38,627	9.9
	Cereal preparations	5	1,211	37.0	448	--
	Extracts and spices	16	6,607	18.8	1,245	--
	Lard substitutes and cooking fats	6	4,957	76.9	3,813	--
	Nuts (all kinds)	27	32,200	31.4	10,125	--
	Butter substitutes	1	125	8.0	10	--
	Pickles, preserves, and sauces	13	4,439	29.4	1,303	--
	Rice	4	8,517	.9	80	--
	Teas	10	3,947	67.1	2,649	--
	Other	45	43,451	40.7	17,663	--
	Amount not itemized	--	--	--	1,291	--
12	Meats and meat products	16	17,020	49.4	8,405	2.1
14	Sugar	49	234,276	98.2	230,098	59.4
16	Other food and related products	9	13,471	5.2	700	.2
19	Grains	5	4,288	17.4	747	.2
26	Other farm products	3	1,647	32.5	535	.1
39	Oils, animal and vegetable	5	15,236	3.5	527	.1
42	Other chemicals	5	22,812	3.6	831	.2
	Service and other receipts	--	--	--	249	.1
	All other commodities	--	--	--	6,964	1.8
	HARDWARE TRADE (Commodity coverage, 98.2%)	66			10,287	100.0
43	Wiring supplies and electrical construction materials	3	1,751	16.7	293	2.9
48	House furnishings	5	231	37.7	87	.9
50	Hardware	66	10,287	85.8	8,822	85.8
	Builders' hardware	14	1,061	95.3	1,011	--
	Heavy hardware	8	1,086	51.2	556	--
	Shelf or light hardware	13	2,421	80.9	1,959	--
	Tools and cutlery	10	1,157	64.6	747	--
	Wire screening	3	597	4.7	28	--
	Other	15	647	66.8	432	--
	Amount not itemized	--	--	--	4,089	--
51	Plumbing, heating, air-conditioning	3	609	5.9	36	.3
55	Farm machinery and garden equipment	3	1,074	35.9	386	3.8
56	Industrial equipment and supplies (except electrical and railroad)	8	942	10.3	97	.9
	Service and other receipts	--	--	--	172	1.6
	All other commodities	--	--	--	394	3.8
	JEWELRY AND OPTICAL GOODS TRADE (Commodity coverage, 98.3%)	51			2,608	100.0
91	Jewelry, silverware, etc.	49	2,565	98.6	2,530	97.0
	Clocks and watches	4	865	97.6	844	--
	Jewelry	25	546	89.7	490	--
	Precious stones and metals	16	846	98.7	835	--
	Silverware and plated ware	5	287	99.7	286	--
	Amount not itemized	--	--	--	75	--
	All other commodities	--	--	--	78	3.0
	LUMBER AND CONSTRUCTION MATERIALS TRADE (Commodity coverage, 99.9%)	95			13,664	100.0
50	Hardware	6	505	27.5	139	1.0
62	Building metal work	10	581	73.0	424	3.1
70	Brick, tile, and terra cotta	19	2,417	95.9	2,319	17.0
71	Building stone, slate, concrete	14	1,802	60.1	1,083	7.9
72	Cement, lime, plaster, stucco	8	1,169	58.5	684	5.0
75	Glass (sheet and containers)	8	1,706	100.0	1,706	12.5
80	Lumber	17	5,396	94.8	5,113	37.4
84	Woodwork and wood products	10	799	87.7	701	5.1
87	Building materials (except as listed)	12	695	93.2	648	4.7
	Service and other receipts	--	--	--	60	.5
	All other commodities	--	--	--	787	5.8
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 94.1%)	409			54,563	100.0
31	Piece goods	19	4,230	54.8	2,316	4.2
34	Textile products (except as listed)	7	2,198	99.3	2,183	4.0
41	Soaps and toiletries	4	1,685	7.6	128	.2

(continued on next page)

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2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

NEW YORK CITY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

AGENTS AND BROKERS (Continued)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (continued)					
42	Other chemicals	9	$1,254	17.8	$223	.4
45	Radios, appliances, specialties	6	1,294	14.5	187	.3
47	Furniture, wooden and metal	3	318	19.2	61	.1
50	Hardware	8	4,360	27.0	1,177	2.2
51	Plumbing, heating, air-conditioning	6	1,330	11.2	149	.3
54	Barber and beauty-parlor equipment	5	184	95.7	176	.3
55	Farm machinery and garden equipment	10	1,479	65.9	974	1.8
56	Industrial equipment and supplies (except electrical and railroad)	119	13,188	83.2	10,967	20.1
	Belting, mechanical rubber goods, etc.	14	1,520	63.1	959	--
	Power transmission equipment	6	741	32.9	244	--
	Materials-handling equipment	8	1,374	95.1	1,306	--
	Metal-working tools	10	1,154	32.9	380	--
	Rope, cordage, and twine	7	3,033	85.9	2,606	--
	Other	76	6,773	79.7	5,397	--
	Amount not itemized	--	--	--	75	--
57	Industrial machinery (non-electrical)	124	14,075	85.3	12,010	22.0
	Construction machinery	8	1,093	31.7	347	--
	Machine tools (power driven)	23	3,181	69.4	2,209	--
	Mine, quarry, pump machinery	13	1,176	37.8	444	--
	Oil well and refining machinery	8	2,443	85.7	2,093	--
	Power plant machinery (except electrical)	19	2,188	55.5	1,214	--
	Textile machinery	6	920	43.2	397	--
	Other	60	6,815	77.6	5,287	--
	Amount not itemized	--	--	--	19	--
58	Office and store machines and equipment	38	3,172	58.1	1,844	3.4
59	Railroad equipment and supplies	35	4,805	76.7	3,685	6.8
60	Surgical, dental, hospital equipment	18	2,282	59.8	1,364	2.5
62	Building metal work	4	280	56.4	158	.3
64	Iron and steel (except scrap)	9	2,562	17.1	437	.8
69	Nonferrous metals (except as listed)	5	543	70.5	383	.7
75	Glass (sheet and containers)	13	5,617	42.2	2,371	4.3
76	Petroleum and its products	3	1,129	5.7	64	.1
82	Paper (printing, board, etc.)	3	572	14.3	82	.2
85	Aircraft and parts	7	9,736	95.9	9,334	17.1
	Heavier than air	5	9,361	62.8	5,883	--
	Lighter than air	1	300	15.0	45	--
	Equipment and supplies	7	9,736	35.0	3,406	--
88	Cameras and supplies	5	738	31.4	232	.4
	Service and other receipts	--	--	--	246	.5
	All other commodities	--	--	--	3,812	7.0
	METALS AND METAL WORK (EXCEPT SCRAP) TRADE (Commodity coverage, 83.2%)	84			69,709	100.0
42	Other chemicals	3	51,109	2.5	1,287	1.8
61	Aluminum, bars, wire, etc.	5	2,033	65.8	1,338	1.9
62	Building metal work	7	956	38.5	368	.5
63	Copper	7	51,428	29.8	15,327	22.0
64	Iron and steel (except scrap)	66	34,029	35.9	12,207	17.5
	Iron and steel pipe	2	1,027	100.0	1,027	--
	Seamless steel tubing	2	1,304	11.5	150	--
	Pig iron	4	2,157	80.6	1,738	--
	Rough castings and forgings	8	500	97.8	489	--
	Steel sheet	5	959	47.5	456	--
	Structural iron and steel	7	1,865	19.8	369	--
	Wire fencing	2	78	47.4	37	--
	Wire and wire rope or cable	9	20,902	3.3	683	—
	Other rolled iron and steel	19	4,845	64.3	3,117	--
	Amount not itemized	--	--	--	4,141	--
65	Lead (metallic) and zinc	3	50,886	24.2	12,321	17.7
69	Nonferrous metals (except as listed)	12	55,264	23.5	12,989	18.6
74	Crude nonmetallic minerals (except as listed)	3	2,514	10.7	270	.4
90	Fertilizer and fertilizer materials	3	50,885	1.5	764	1.1
	Service and other receipts	--	--	--	112	.2
	All other commodities	--	--	--	12,726	18.3
	PAPER AND ITS PRODUCTS TRADE (Commodity coverage, 95.3%)	78			13,587	100.0
81	Paper goods (boxes, bags, cups, etc.)	28	3,805	82.6	3,142	23.1

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	PAPER AND ITS PRODUCTS TRADE (continued)					
82	Paper (printing, board, etc.)	22	$9,649	98.8	$9,532	70.2
	Cardboard and paper board	8	2,547	96.1	2,448	--
	Uncoated book, newsprint	7	5,702	97.5	5,560	--
	Wall paper	1	293	42.7	125	--
	Amount not itemized	--	--	--	1,399	--
83	Stationery and supplies	31	946	82.1	777	5.7
	Service and other receipts	--	--	--	10	.1
	All other commodities	--	--	--	126	.9
	PETROLEUM AND ITS PRODUCTS TRADE (Commodity coverage, 99.7%)	20			41,646	100.0
76	Petroleum and its products	20	41,646	99.9	41,641	99.9
	Crude oil	3	8,756	42.9	3,757	--
	Gasoline and naphthas	3	8,223	40.1	3,297	--
	Fuel and gas oils	2	7,984	21.3	1,700	--
	Kerosene	2	7,984	14.6	1,169	--
	Lubricants, automotive	5	1,923	21.2	407	--
	Lubricants (except automotive)	3	842	62.4	525	--
	Other petroleum products	6	2,938	35.1	1,031	--
	Amount not itemized	--	--	--	29,755	--
	Service and other receipts	--	--	--	5	.1
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 98.2%)	64			5,647	100.0
51	Plumbing, heating, air-conditioning	64	5,647	89.4	5,047	89.4
	Air-conditioning equipment	6	135	63.0	85	--
	Gas appliances and supplies	5	467	89.7	419	--
	Oil burners	6	178	44.9	80	--
	Fittings, valves, brass goods	22	1,671	65.5	1,095	--
	Plumbing fixtures	12	2,562	71.4	1,829	--
	Stoves, ranges, furnaces (except gas and electric)	9	529	71.3	377	--
	Amount not itemized	--	--	--	1,162	--
57	Industrial machinery (non-electrical)	5	433	18.7	81	1.4
64	Iron and steel (except scrap)	4	691	50.4	348	6.2
	Iron and steel pipe	3	660	52.6	347	--
	Structural iron and steel	1	31	3.2	1	--
	Service and other receipts	--	--	--	17	.3
	All other commodities	--	--	--	154	2.7
	WASTE MATERIALS TRADE (Commodity coverage, 89.7%)	31			13,409	100.0
67	Scrap iron and steel	11	9,377	91.3	8,565	63.9
69	Nonferrous metals (except as listed)	6	1,234	100.0	1,234	9.2
92	Junk and scrap (except iron)	15	3,278	98.9	3,243	24.2
	Service and other receipts	--	--	--	12	.1
	All other commodities	--	--	--	355	2.6
	ALL OTHER TRADES (Commodity coverage, 95.1%)	297			225,860	100.0
26	Other farm products	35	14,817	30.5	4,514	2.0
31	Piece goods	7	14,423	33.8	4,869	2.2
33	Yarns	22	63,092	100.0	63,092	27.9
	Cotton yarns	13	8,529	97.5	8,320	--
	Rayon yarns	5	54,664	94.2	51,496	--
	Silk yarns	2	315	39.0	123	--
	Woolen and worsted yarns	5	3,451	5.9	204	--
	Amount not itemized	--	--	--	2,949	--
34	Textile products (except as listed)	7	10,036	75.0	7,528	3.3
39	Oils, animal and vegetable	12	42,320	93.7	39,652	17.6
78	Books, magazines, sheet music, etc.	131	7,492	99.1	7,423	3.3
79	Logs, ties, pulpwood	7	22,388	77.7	17,390	7.7
82	Paper (printing, board, etc.)	3	13,596	36.7	4,991	2.2
84	Woodwork and wood products	8	1,507	100.0	1,507	.6
93	Leather and cut stock	25	4,964	99.9	4,961	2.2
94	Luggage, harness, etc.	10	413	92.7	383	.2
97	Rubber, crude	9	63,597	99.9	63,521	28.1
	Service and other receipts	--	--	--	27	--
	All other commodities	--	--	--	6,002	2.7

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2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

NEW YORK CITY

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	ASSEMBLERS					
	FARM PRODUCTS-CONSUMER GOODS TRADE (Commodity coverage, 94.5%)	22			$45,750	100.0
3	Butter and cheese	5	$11,103	90.8	10,082	22.0
4	Canned foods	5	11,955	.6	75	.2
7	Dairy and poultry products except butter and cheese	14	23,107	56.0	12,950	28.3
	Eggs	13	21,399	50.2	10,748	--
	Milk and cream, fluid	1	1,708	100.0	1,708	--
	Poultry	6	11,964	3.8	456	--
	Other	4	4,953	.8	38	--
	FARM PRODUCTS-CONSUMER GOODS TRADE (continued)					
10	Fruits and vegetables	8	$22,643	100.0	$22,643	49.5
	Fresh fruits	7	22,623	90.2	20,398	--
	Fresh vegetables	3	4,638	48.4	2,245	--
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 99.6%)	5			729	100.0
11	Groceries (except as listed)	4	545	86.4	471	64.6
	Extracts and spices	1	330	77.6	256	--
	Nuts (all kinds)	1	168	100.0	168	--
	Other	2	47	100.0	47	--
	All other commodities	--	--	--	258	35.4

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CHICAGO, ILLINOIS

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	AMUSEMENT AND SPORTING GOODS TRADE (Commodity coverage, 96.0%)	44			$5,371	100.0
52	Sporting goods	9	$1,356	81.4	1,104	20.5
53	Toys and games	14	1,062	71.3	757	14.1
88	Cameras and supplies	5	371	86.3	320	6.0
95	Motion picture film rentals	9	1,532	99.5	1,524	28.4
	All other commodities	--	--	--	1,666	31.0
	AUTOMOTIVE TRADE (Commodity coverage, 98.3%)	237			43,370	100.0
35	Automobiles and motor vehicles	17	18,129	91.4	16,570	38.2
	Automobiles, passenger	15	17,948	91.5	16,430	--
	Commercial vehicles	2	652	2.8	18	--
	Tractors	1	81	25.9	21	--
	Amount not itemized	--	--	--	101	--
36	Automotive parts and accessories	228	42,263	56.3	23,799	54.9
	Batteries	74	18,713	3.0	570	--
	Tires and tubes	68	12,571	19.6	2,460	--
	Other equipment	175	36,260	44.3	16,073	--
	Amount not itemized	--	--	--	4,696	--
45	Radios, appliances, specialties	6	3,802	24.6	935	2.1
	Service and other receipts	--	--	--	814	1.9
	All other commodities	--	--	--	1,252	2.9
	BEER, WINES AND LIQUORS TRADE (Commodity coverage, 96.3%)	190			42,610	100.0
2	Beer and other malt liquors	95	10,604	78.8	8,360	19.6
13	Soft drinks	12	3,793	16.0	606	1.4
15	Wines and liquors	117	35,395	92.1	32,590	76.5
	Liquors	73	19,465	87.3	16,992	--
	Wines	67	15,314	19.5	2,983	--
	Amount not itemized	--	--	--	12,615	--
	Service and other receipts	--	--	--	14	--
	All other commodities	--	--	--	1,040	2.5
	CHEMICALS AND PAINTS TRADE (Commodity coverage, 86.8%)	77			11,067	100.0
38	Chemicals, industrial and heavy	11	4,431	80.5	3,567	32.2
39	Oils, animal and vegetable	8	1,773	10.3	183	1.7
40	Paints and varnishes	47	2,695	79.3	2,138	19.3
42	Other chemicals	23	5,289	80.3	4,248	38.4
50	Hardware	7	563	6.0	34	.3
76	Petroleum and its products	5	979	36.1	353	3.2
82	Paper (printing, board, etc.)	25	1,478	30.7	454	4.1
	Service and other receipts	--	--	--	8	.1
	All other commodities	--	--	--	82	.7
	CLOTHING AND FURNISHINGS TRADE (Commodity coverage, 88.9%)	244			31,230	100.0
27	Clothing and furnishings, men's and boys'	92	9,625	89.8	8,641	27.7
	Hats and caps	14	2,270	81.5	1,849	--
	Furnishings (except shoes)	35	4,258	50.4	2,147	--
	Suits and overcoats	39	3,731	92.1	3,438	--
	Work clothing	9	771	48.5	374	--
	Amount not itemized	--	--	--	833	--
28	Clothing and accessories, women's and children's	111	18,263	92.9	16,975	54.3
	Girls' wear	7	826	53.3	440	--
	Infants' wear	11	1,242	64.7	804	--
	Dresses	27	5,519	76.9	4,243	--
	Hosiery	31	5,441	72.2	3,928	--
	Millinery	33	3,759	88.8	3,337	--
	Underwear, negligees, etc.	15	1,742	38.3	667	--
	Suits and coats (except fur)	8	2,749	67.1	1,844	--
	Other (except shoes and furs)	10	958	50.6	485	--
	Amount not itemized	--	--	--	1,227	--
29	Furs and fur clothing	25	2,478	97.5	2,415	7.7
32	Shoes and other footwear	23	2,423	94.8	2,298	7.4
	Men's and boys' leather	14	1,473	56.2	828	--
	Men's and boys' rubber	7	949	20.3	193	--
	Women's and children's leather	8	505	60.8	307	--
	Women's and children's rubber	5	486	23.5	114	--
	Other	2	57	87.7	50	--
	Amount not itemized	--	--	--	806	--
	CLOTHING AND FURNISHINGS TRADE (continued)					
98	Second-hand merchandise	17	$356	69.1	$246	.8
	Service and other receipts	--	--	--	11	--
	All other commodities	--	--	--	644	2.1
	COAL AND COKE TRADE (Commodity coverage, 99.8%)	46	--	--	33,601	100.0
75	Coal and coke	46	33,601	99.8	33,519	99.8
	Anthracite	12	8,103	12.7	1,026	--
	Bituminous	33	29,738	92.2	27,410	--
	Coke	12	8,366	14.5	1,215	--
	Amount not itemized	--	--	--	3,868	--
	Service and other receipts	--	--	--	72	.2
	All other commodities	--	--	--	10	--
	DRUGS (FULL LINE) TRADE (Commodity coverage, 85.6%)	7			16,704	100.0
15	Wines and liquors	5	13,428	16.9	2,263	13.5
37	Drugs and drug sundries*	7	16,704	82.1	13,711	82.1
	Druggists' rubber goods	5	5,187	2.7	140	--
	Drugs, chemicals, pharmaceuticals	3	5,187	23.1	1,197	--
	Proprietary medicines	3	5,187	40.1	2,078	--
	Drug sundries (except soap)	2	3,221	11.8	381	--
	Toilet articles	2	3,221	.7	23	--
	Toilet preparations, except soaps	2	3,221	9.1	293	--
	Toilet soaps	2	3,221	.7	24	--
	Other soaps	1	2,108	.2	4	--
	Amount not itemized	--	--	--	9,571	--
39	Oils, animal and vegetable	3	4,487	4.4	196	1.2
	Service and other receipts	--	--	--	98	.6
	All other commodities	--	--	--	436	2.6
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADE (Commodity coverage, 99.1%)	88			13,215	100.0
11	Groceries (except as listed)	3	49	30.6	15	.1
37	Drugs and drug sundries	49	10,786	80.7	8,704	65.9
	Druggists' rubber goods	5	1,176	6.7	79	--
	Drugs, chemicals, pharmaceuticals	12	1,644	48.4	795	--
	Proprietary medicines	17	1,650	74.5	1,229	--
	Drug sundries (except soap)	16	7,889	65.0	5,128	--
	Amount not itemized	--	--	--	1,473	--
41	Soaps and toiletries	45	8,604	31.1	2,673	20.2
	Toilet articles	5	778	15.3	119	--
	Toilet preparations, except soaps	37	8,454	28.9	2,443	--
	Toilet soaps	7	688	11.8	81	--
	Other soaps	4	35	22.9	8	--
	Amount not itemized	--	--	--	22	--
50	Hardware	3	99	25.3	25	.2
	Service and other receipts	--	--	--	149	1.1
	All other commodities	--	--	--	1,649	12.5
	DRY GOODS (SPECIALTY LINES) TRADE (Commodity coverage, 94.7%)	134			18,365	100.0
27	Clothing and furnishings, men's and boys'	4	223	9.4	21	.1
28	Clothing and accessories, women's and children's	4	223	14.3	32	.2
29	Furs and fur clothing	7	148	69.6	103	.6
30	Notions	63	4,216	78.4	3,307	18.0
31	Piece goods	72	14,623	97.4	14,240	77.5
	Cottons	22	4,057	63.0	2,555	--
	Jute fabrics	2	663	4.5	30	--
	Linens	12	483	38.5	186	--
	Rayons	15	2,700	60.5	1,634	--
	Silks and velvets	20	4,996	37.6	1,878	--
	Woolens and worsteds	28	5,707	89.2	5,090	--
	Domestics	2	480	46.7	224	--
	Curtains, draperies, upholsteries	4	1,051	71.4	750	--
	Other	4	1,393	11.3	158	--
	Amount not itemized	--	--	--	1,735	--
34	Textile products (except as listed)	5	880	40.3	355	2.0
	Service and other receipts	--	--	--	9	--
	All other commodities	--	--	--	298	1.6

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity.

1/ The ratio which the particular item in column B bears to the corresponding item in column A.

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

* Including soaps and toiletries

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CHICAGO, ILLINOIS

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	ELECTRICAL GOODS TRADE (Commodity coverage, 96.7%)	130			$33,800	100.0
36	Automotive parts and accessories	3	$2,722	9.6	260	.8
43	Wiring supplies and electrical construction materials	58	15,619	71.7	11,204	33.1
	Interior	41	12,960	42.9	5,557	--
	Outside	10	8,613	12.8	1,104	--
	Lighting fixtures	35	12,717	7.8	991	--
	Incandescent lamps	29	12,332	13.9	1,710	--
	Amount not itemized	--	--	--	1,842	--
44	Electrical apparatus and equipment	29	11,086	29.0	3,219	9.5
45	Radios, appliances, specialties	84	28,454	65.0	18,487	54.7
	Radios and accessories	55	19,836	34.7	6,880	--
	Electric refrigerators	25	19,507	39.9	7,780	--
	Other electrical appliances	48	17,982	21.1	3,794	--
	Amount not itemized	--	--	--	33	--
51	Plumbing, heating, air-conditioning	5	3,602	6.1	220	.7
	Service and other receipts	--	--	--	407	1.2
	All other commodities	--	--	--	3	--
	FARM PRODUCTS - RAW MATERIALS TRADE (Commodity coverage, 99.8%)	52			66,579	100.0
19	Grain	9	45,324	95.3	43,195	64.9
	Corn	7	42,397	35.9	15,233	--
	Wheat	6	41,583	29.7	12,350	--
	Other	6	43,375	31.6	13,703	--
	Amount not itemized	--	--	--	1,909	--
20	Hides, skins, and raw furs	21	18,901	97.8	18,491	27.8
24	Tobacco, leaf	8	381	100.0	381	.6
25	Wool, raw	5	2,910	41.6	1,211	1.8
26	Other farm products	11	774	90.3	699	1.0
	Service and other receipts	--	--	--	750	1.1
	All other commodities	--	--	--	1,852	2.8
	FARM PRODUCTS - CONSUMER GOODS TRADE (Commodity coverage, 93.8%)	416			149,195	100.0
3	Butter and cheese	94	58,988	52.8	31,133	20.9
4	Canned foods	12	9,107	39.0	3,548	2.4
6	Confectionery and ice cream	4	555	39.6	220	.1
7	Dairy and poultry products (except butter and cheese)	178	84,051	62.1	52,167	35.0
	Eggs	120	72,080	28.5	20,515	--
	Milk and cream, fluid	44	11,066	90.4	10,008	--
	Poultry	72	49,981	37.0	18,517	--
	Other	15	7,141	17.3	1,235	--
	Amount not itemized	--	--	--	1,892	--
8	Fish and sea foods	6	804	22.0	177	.1
10	Fruits and vegetables	224	65,846	85.8	56,507	37.9
	Fresh fruits	134	28,742	65.9	18,938	--
	Fresh vegetables	146	40,420	54.5	22,012	--
	Amount not itemized	--	--	--	15,557	--
11	Groceries (except as listed)	9	3,047	15.1	461	.3
12	Meats and meat products	16	21,845	9.8	2,145	1.4
	Service and other receipts	--	--	--	90	.1
	All other commodities	--	--	--	2,742	1.8
	FARM SUPPLIES TRADE (Commodity coverage, 91.4%)	21			8,016	100.0
18	Feed	6	4,120	40.9	1,686	21.0
	Hay, straw, and alfalfa	4	1,138	35.3	402	--
	Mixed and other	6	4,120	31.2	1,284	--
19	Grains	4	1,138	16.4	187	2.3
22	Seeds	13	6,826	77.5	5,287	66.0
90	Fertilizer and fertilizer materials	4	1,135	6.4	73	.9
	All other commodities	--	--	--	783	9.8
	FURNITURE AND HOUSE FURNISHINGS TRADE (Commodity coverage, 95.7%)	141			17,021	100.0
31	Piece goods	10	1,250	97.3	1,216	7.1
	Cottons	2	296	17.2	51	--
	Linens	1	154	7.8	12	--
	Rayons	1	142	8.5	12	--
	Domestics	6	978	72.0	704	--
	Curtains, draperies, upholsteries	4	494	35.8	177	--
	Other	1	154	30.5	47	--
	Amount not itemized	--	--	--	213	--

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	FURNITURE AND HOUSE FURNISHINGS TRADE (continued)					
45	Radios, appliances, specialties	5	$838	14.6	$122	.7
46	China, glassware, and crockery	24	3,694	91.1	3,364	19.8
47	Furniture, wooden and metal	33	3,945	81.5	3,215	18.9
	Household	25	2,431	74.9	1,822	--
	Office and store	4	195	55.9	109	--
	Amount not itemized	--	--	--	1,284	--
48	House furnishings	63	9,060	77.6	7,035	41.3
	Carpets and rugs	30	7,357	65.6	4,828	--
	Other floor coverings	16	5,619	22.6	1,271	--
	House furnishings (except as listed)	28	1,430	53.6	766	--
	Amount not itemized	--	--	--	170	--
49	Musical instruments, accessories	9	1,852	66.8	1,237	7.3
51	Plumbing, heating, air-conditioning	5	1,007	24.9	251	1.5
98	Second-hand merchandise	17	232	84.5	196	1.1
	Service and other receipts	--	--	--	63	.4
	All other commodities	--	--	--	322	1.9
	GENERAL MERCHANDISE TRADE (Commodity coverage, 96.0%)	9			18,780	100.0
27	Clothing and furnishings, men's and boys'	3	13,683	10.9	1,490	7.9
	Hats and caps	1	59	1.7	1	--
	Suits and overcoats	1	59	5.1	3	--
	Work clothing	1	160	15.6	25	--
	Amount not itemized	--	--	--	1,461	--
28	Clothing and accessories, women's and children's	4	14,256	13.1	1,874	10.0
	Hosiery	3	792	5.9	47	--
	Amount not itemized	--	--	--	1,827	--
30	Notions	3	13,669	7.0	952	5.1
31	Piece goods	3	14,068	11.7	1,645	8.8
	Cottons	1	121	41.3	50	--
	Domestics	1	483	.4	2	--
	Amount not itemized	--	--	--	1,593	--
37	Drugs and drug sundries	4	13,790	2.9	397	2.1
41	Soaps and toiletries	4	16,660	5.1	852	4.5
45	Radios, appliances, specialties	5	17,671	2.4	418	2.2
46	China, glassware, and crockery	4	17,098	4.1	697	3.7
47	Furniture, wooden and metal	5	17,671	1.8	319	1.7
48	House furnishings	4	14,579	8.6	1,259	6.7
	Carpets and rugs	4	14,579	3.5	507	--
	Other floor coverings	1	573	.3	2	--
	House furnishings (except as listed)	2	14,037	5.3	750	--
49	Musical instruments, accessories	5	4,990	2.9	145	.8
50	Hardware	3	13,568	4.7	642	3.4
52	Sporting goods	5	17,982	3.0	546	2.9
53	Toys and games	6	17,303	7.3	1,262	6.7
60	Surgical, dental, hospital equipment	1	121	29.8	36	.2
78	Books, magazines, sheet music, etc.	3	3,724	31.5	1,173	6.2
83	Stationery and supplies	5	17,348	6.8	1,177	6.3
91	Jewelry, silverware, etc.	4	17,612	6.0	1,052	5.6
	Clocks and watches	3	4,148	3.6	151	--
	Jewelry	2	1,056	17.8	188	--
	Precious stones and metals	2	1,056	6.2	65	--
	Silverware and plated ware	2	1,056	22.3	235	--
	Amount not itemized	--	--	--	413	--
94	Luggage, harness, etc.	4	4,193	2.3	97	.5
	Service and other receipts	--	--	--	8	.1
	All other commodities	--	--	--	2,739	14.6
	GROCERIES (FULL LINE) TRADE (Commodity coverage, 77.3%)	30			56,520	100.0
1	Bakery products	7	8,924	3.5	315	.6
2	Beer and other malt liquors	5	9,291	1.9	178	.3
3	Butter and cheese	11	24,108	3.5	841	1.5
4	Canned foods	30	56,520	44.1	24,950	44.1
	Canned fruits	16	21,370	12.2	2,613	--
	Canned vegetables	16	21,370	14.9	3,180	--
	Canned fish and sea foods	16	21,370	4.2	908	--
	Canned meats	15	20,945	2.9	610	--
	Canned milk	16	21,370	4.5	952	--
	Other	9	15,941	8.0	1,271	--
	Amount not itemized	--	--	--	15,416	--

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity.

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CHICAGO, ILLINOIS

TABLE 8.--COMMODITY SALES
BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)					
	GROCERIES (FULL LINE) TRADE (continued)					
5	Coffee	30	$56,520	6.5	$3,651	6.5
	Green	2	816	.9	7	--
	Roasted	19	29,669	6.0	1,772	--
	Amount not itemized	--	--	--	1,872	--
6	Confectionery and ice cream	10	32,275	2.2	704	1.2
7	Dairy and poultry products (except butter and cheese)	5	7,260	6.2	450	.8
8	Fish and sea foods	11	21,148	1.2	261	.5
9	Flour	29	49,382	5.7	2,823	5.0
10	Fruits and vegetables	7	12,304	5.9	721	1.3
11	Groceries (except as listed)	30	56,520	22.1	12,519	22.1
	Cereal preparations	10	19,069	3.9	745	--
	Extracts and spices	11	19,488	.9	176	--
	Lard substitutes and cooking fats	8	18,335	1.7	305	--
	Nuts (all kinds)	9	14,378	.5	78	--
	Butter substitutes	2	4,285	.6	26	--
	Pickles, preserves and sauces	11	19,488	6.9	1,350	--
	Rice	11	19,488	.4	77	--
	Teas	11	19,488	2.5	479	--
	Other	8	18,558	7.3	1,354	--
	Amount not itemized	--	--	--	7,929	--
12	Meats and meat products	11	24,631	4.0	978	1.7
13	Soft drinks	7	9,589	1.3	123	.2
14	Sugar	30	56,520	8.2	4,637	8.2
41	Soaps and toiletries	13	29,152	5.8	1,692	3.0
89	Tobacco products	4	14,571	.9	126	.2
	Service and other receipts	--	--	--	202	.4
	All other commodities	--	--	--	1,349	2.4
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 93.5%)	486			114,761	100.0
1	Bakery products	29	2,404	64.1	1,540	1.3
3	Butter and cheese	24	9,952	16.2	1,612	1.4
4	Canned foods	53	14,955	40.3	6,027	5.3
	Canned fruits	22	3,908	12.9	505	--
	Canned vegetables	21	4,169	13.3	555	--
	Canned fish and sea foods	20	5,490	37.0	2,034	--
	Canned meats	18	8,213	16.4	1,344	--
	Canned milk	12	2,592	22.5	583	--
	Other	14	6,555	5.4	355	--
	Amount not itemized	--	--	--	651	--
5	Coffee	64	21,791	62.6	13,640	11.9
	Green	15	12,119	11.7	1,419	--
	Roasted	51	19,345	57.3	11,077	--
	Amount not itemized	--	--	--	1,144	--
6	Confectionery and ice cream	60	8,323	49.2	4,093	3.6
7	Dairy and poultry products (except butter and cheese)	32	14,662	15.1	2,214	1.9
8	Fish and sea foods	70	14,695	70.4	10,344	9.0
	Fresh fish	37	5,053	60.2	3,041	--
	Cured and processed fish	28	6,497	17.9	1,162	--
	Frozen fish	24	4,661	30.7	1,430	--
	Other	18	2,067	22.0	455	--
	Amount not itemized	--	--	--	4,256	--
9	Flour	26	4,611	47.5	2,189	1.9
10	Fruits and vegetables	14	960	26.5	254	.2
11	Groceries (except as listed)	168	38,134	39.4	15,027	13.1
	Cereal preparations	10	826	11.6	96	--
	Extracts and spices	47	11,841	19.8	2,344	--
	Lard substitutes and cooking fats	15	2,558	11.8	301	--
	Nuts (all kinds)	35	4,781	63.9	3,057	--
	Butter substitutes	6	1,473	7.9	116	--
	Pickles, preserves and sauces	27	3,653	12.9	471	--
	Rice	13	2,884	29.2	841	--
	Teas	39	17,361	10.2	1,770	--
	Other	60	8,716	63.9	5,567	--
	Amount not itemized	--	--	--	464	--
12	Meats and meat products	146	45,528	91.2	41,515	36.2
	Lard	22	12,462	26.5	3,299	--
	Meats, fresh	77	22,794	84.1	19,171	--
	Meats, cured or smoked	67	20,521	32.6	6,693	--
	Other	20	5,800	44.9	2,603	--
	Amount not itemized	--	--	--	9,749	--
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (continued)					
13	Soft drinks	15	$501	45.1	$226	.2
14	Sugar	24	16,069	85.3	13,705	11.9
15	Wines and liquors	6	694	19.2	133	.1
16	Other food and related products	19	867	78.5	681	.6
89	Tobacco products	6	874	14.6	128	.1
	Service and other receipts	--	--	--	85	.1
	All other commodities	--	--	--	1,348	1.2
	HARDWARE TRADE (Commodity coverage, 96.9%)	45			17,627	100.0
36	Automotive parts and accessories	5	12,305	3.3	412	2.3
40	Paints and varnishes	13	14,306	5.7	818	4.6
43	Wiring supplies and electrical construction materials	7	2,058	8.1	166	1.0
45	Radios, appliances, specialties	6	13,025	3.1	401	2.3
50	Hardware	45	17,602	65.9	11,602	65.8
	Builders' hardware	13	1,524	17.1	261	--
	Heavy hardware	8	1,481	23.0	340	--
	Shelf or light hardware	19	13,661	7.9	1,078	--
	Tools and cutlery	19	14,147	20.4	2,883	--
	Wire screening	11	1,491	5.9	88	--
	Other	19	14,470	38.4	5,551	--
	Amount not itemized	--	--	--	1,401	--
52	Sporting goods	4	12,947	13.0	1,679	9.5
56	Industrial equipment and supplies (except electrical and railroad)	5	12,386	1.5	182	1.0
64	Iron and steel (except scrap)	4	12,965	2.1	275	1.6
75	Glass (sheet and containers)	3	12,683	1.5	184	1.0
91	Jewelry, silverware, etc.	3	12,298	1.3	155	.9
	Service and other receipts	--	--	--	118	.7
	All other commodities	--	--	--	1,635	9.3
	JEWELRY AND OPTICAL GOODS TRADE (Commodity coverage, 96.7%)	102			18,512	100.0
91	Jewelry, silverware, etc.	84	15,760	91.0	14,336	77.4
	Clocks and watches	28	9,948	55.8	5,554	--
	Jewelry	33	8,015	27.6	2,213	--
	Precious stones and metals	19	8,130	39.7	3,226	--
	Silverware and plated ware	17	6,898	14.0	963	--
	Amount not itemized	--	--	--	2,380	--
96	Optical goods	18	4,224	65.2	2,756	14.9
	Service and other receipts	--	--	--	32	.2
	All other commodities	--	--	--	1,388	7.5
	LUMBER AND CONSTRUCTION MATERIALS TRADE (Commodity coverage, 81.7%)	131			27,418	100.0
50	Hardware	4	2,691	4.5	121	.4
56	Industrial equipment and supplies (except electrical and railroad)	3	180	15.6	28	.1
70	Brick, tile and terra cotta	9	2,544	18.3	465	1.7
71	Building stone, slate, concrete	7	5,960	42.1	2,508	9.1
72	Cement, lime, plaster, stucco	10	8,217	29.8	2,446	8.9
73	Coal and coke	4	7,790	20.0	1,558	5.7
	Anthracite	3	7,775	.6	45	--
	Bituminous	3	7,775	19.0	1,477	--
	Coke	1	2,045	1.5	31	--
	Amount not itemized	--	--	--	5	--
75	Glass (sheet and containers)	17	1,301	93.2	1,213	4.4
	Sheet glass	16	1,026	91.3	937	--
	Amount not itemized	--	--	--	276	--
77	Sand, gravel, crushed stone	8	2,515	12.6	317	1.2
80	Lumber	66	17,124	85.4	14,630	53.4
84	Woodwork and wood products	20	3,141	70.7	2,222	8.1
87	Building materials (except as listed)	18	2,953	40.5	1,197	4.4
	Service and other receipts	--	--	--	248	.9
	All other commodities	--	--	--	465	1.7
	MACHINERY, EQUIPMENT, AND SUPPLIES TRADE (Commodity coverage, 91.1%)	320			56,016	100.0
31	Piece goods	20	7,453	45.1	3,360	6.0
	Cottons	8	1,929	15.4	297	--
	Jute fabrics	4	376	12.5	47	--
	Rayons	1	400	25.0	100	--
	Woolens and worsted	1	400	25.0	100	--
	Domestics	2	3,195	28.4	908	--
	Curtains, draperies, upholsteries	12	2,496	75.9	1,895	--
	Other	1	48	2.1	1	--
	Amount not itemized	--	--	--	12	--

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity.

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CHICAGO, ILLINOIS

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Per-cent 2/
	FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)					
	MACHINERY, EQUIPMENT, AND SUPPLIES TRADE (continued)					
34	Textile products (except as listed)	7	$2,791	25.4	$710	1.3
40	Paints and varnishes	3	1,995	5.8	116	.2
41	Soaps and toiletries	15	997	43.7	436	.8
42	Other chemicals	11	1,551	38.6	598	1.1
44	Electrical apparatus and equipment	5	1,501	10.5	157	.3
46	China, glassware, and crockery	9	3,085	31.4	968	1.7
47	Furniture, wooden and metal	9	3,528	40.0	1,412	2.5
48	House furnishings	7	3,180	6.4	205	.4
50	Hardware	15	6,399	15.2	974	1.7
51	Plumbing, heating, air-conditioning	10	4,128	10.2	422	.8
53	Toys and games	4	179	31.8	57	.1
54	Barber and beauty-parlor equipment	18	1,881	78.1	1,470	2.6
55	Farm machinery and garden equipment	8	554	61.2	339	.6
56	Industrial equipment and supplies (except electrical and railroad)	82	18,391	86.1	15,828	28.2
	Belting, mechanical rubber goods, etc.	15	3,916	16.2	636	--
	Power transmission equipment	7	1,895	42.1	797	--
	Materials-handling equipment	2	1,064	2.8	30	--
	Metal-working tools	9	2,743	28.8	790	--
	Rope, cordage, and twine	6	2,835	8.3	236	--
	Other	63	15,105	79.0	11,937	--
	Amount not itemized	--	--	--	1,402	--
57	Industrial machinery (non-electrical)	72	10,487	74.8	7,849	14.0
	Construction machinery	3	236	38.1	90	--
	Machine tools (power driven)	16	3,266	90.8	2,966	--
	Mine, quarry, pump machinery	1	1,025	.3	3	--
	Oil well and refining machinery	2	355	98.6	350	--
	Power plant machinery (except electrical)	7	812	78.3	636	--
	Textile machinery	3	1,033	52.5	542	--
	Other	42	5,243	62.1	3,258	--
	Amount not itemized	--	--	--	4	--
58	Office and store machines and equipment	40	4,117	96.4	3,970	7.1
	Office machines and equipment	15	2,409	95.8	2,307	--
	Store fixtures and equipment	20	1,006	95.3	959	--
	Amount not itemized	--	--	--	704	--
59	Railroad equipment and supplies	8	7,720	42.0	3,243	5.8
60	Surgical, dental, hospital equipment	23	5,894	95.6	5,633	10.0
64	Iron and steel (except scrap)	8	2,156	14.3	309	.6
75	Glass (sheet and containers)	11	1,985	97.5	1,935	3.5
84	Woodwork and wood products	5	477	22.9	109	.2
	Service and other receipts	--	--	--	467	.8
	All other commodities	--	--	--	5,449	9.7
	METALS AND METAL WORK (EXCEPT SCRAP) TRADE (Commodity coverage, 83.0%)	44			11,741	100.0
64	Iron and steel (except scrap)	41	11,203	93.7	10,499	89.4
	Iron and steel pipe	5	1,952	63.6	1,242	--
	Seamless steel tubing	4	2,446	65.0	1,589	--
	Rough castings and forgings	1	101	11.9	12	--
	Steel sheet	15	3,904	80.9	3,158	--
	Structural iron and steel	3	1,333	76.1	1,015	--
	Wire fencing	1	78	100.0	78	--
	Wire and wire rope or cable	4	1,062	32.3	343	--
	Other rolled iron and steel	15	3,416	48.2	1,646	--
	Amount not itemized	--	--	--	1,416	--
69	Nonferrous metals (except as listed)	4	791	38.9	308	2.6
	Service and other receipts	--	--	--	121	1.1
	All other commodities	--	--	--	813	6.9
	PAPER AND ITS PRODUCTS TRADE (Commodity coverage, 99.6%)	149			39,049	100.0
30	Notions	6	167	25.7	43	.1
40	Paints and varnishes	6	780	29.5	230	.6
56	Industrial equipment and supplies (except electrical and railroad)	12	1,414	7.7	109	.3
81	Paper goods (boxes, bags, cups, etc.)	70	19,098	76.8	14,658	37.5
82	Paper (printing, board, etc.)	48	24,890	73.5	18,284	46.8
	Carboard and paper board	9	9,202	12.3	1,133	--
	Uncoated book, newsprint	19	17,068	57.3	9,786	--
	Wall paper	11	7,026	22.0	1,548	--
	Amount not itemized	--	--	--	5,817	--
83	Stationery and supplies	45	11,916	44.4	5,285	13.5
	Service and other receipts	--	--	--	51	.2
	All other commodities	--	--	--	389	1.0
	PETROLEUM AND ITS PRODUCTS TRADE (Commodity coverage, 94.5%)	24			$3,277	100.0
76	Petroleum and its products	24	$3,277	97.8	3,205	97.8
	Service and other receipts	--	--	--	5	.2
	All other commodities	--	--	--	67	2.0
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 88.7%)	81			10,833	100.0
45	Radios, appliances, specialties	4	792	26.9	213	2.0
51	Plumbing, heating, air-conditioning	81	10,833	72.8	7,889	72.8
	Air-conditioning equipment	6	494	19.2	95	--
	Gas appliances and supplies	10	3,351	11.4	381	--
	Oil burners	4	467	52.2	244	--
	Fittings, valves, brass goods	37	4,099	41.3	1,693	--
	Plumbing fixtures	35	5,279	38.4	2,029	--
	Stoves, ranges, furnaces (except gas and electrical)	25	3,349	57.8	1,937	--
	Amount not itemized	--	--	--	1,510	--
56	Industrial equipment and supplies (except electrical and railroad)	3	521	23.2	121	1.1
64	Iron and steel (except scrap)	19	5,626	42.1	2,371	21.9
	Iron and steel pipe	18	4,981	43.5	2,165	--
	Seamless steel tubing	1	10	10.0	1	--
	Amount not itemized	--	--	--	205	--
	Service and other receipts	--	--	--	42	.4
	All other commodities	--	--	--	197	1.8
	TOBACCO AND ITS PRODUCTS (EXCEPT LEAF) TRADE (Commodity coverage, 99.9%)	63			35,840	100.0
6	Confectionery and ice cream	28	23,491	6.6	1,557	4.4
15	Wines and liquors	5	9,630	12.3	1,180	3.3
83	Stationery and supplies	6	874	13.6	119	.3
89	Tobacco products	63	35,840	90.2	32,317	90.2
	Cigars	51	27,431	22.9	6,287	--
	Cigarettes	38	26,584	63.1	16,769	--
	Other tobacco products	35	20,822	18.4	3,839	--
	Amount not itemized	--	--	--	5,422	--
	Service and other receipts	--	--	--	5	--
	All other commodities	--	--	--	662	1.8
	WASTE MATERIALS TRADE (Commodity coverage, 99.3%)	164			34,177	100.0
62	Building metal work	3	419	41.3	173	.5
64	Iron and steel (except scrap)	3	725	11.3	82	.2
67	Scrap iron and steel	63	21,189	85.0	18,002	52.7
69	Nonferrous metals (except as listed)	14	3,486	77.0	2,684	7.9
92	Junk and scrap (except iron)	108	12,446	93.7	11,660	34.1
	Service and other receipts	--	--	--	42	.1
	All other commodities	--	--	--	1,534	4.5
	ALL OTHER TRADES (Commodity coverage, 89.7%)	189			33,271	100.0
26	Other farm products	19	1,771	88.5	1,567	4.7
34	Textile products (except as listed)	26	3,161	76.7	2,424	7.3
39	Oils, animal and vegetable	8	4,816	92.0	4,429	13.3
78	Books, magazines, sheet music, etc.	23	7,433	96.6	7,181	21.6
79	Logs, ties, pulpwood	5	6,217	100.0	6,217	18.7
83	Stationery and supplies	3	631	13.9	88	.3
84	Woodwork and wood products	27	1,121	98.7	1,106	3.3
92	Junk and scrap (except iron)	5	1,501	47.1	707	2.1
93	Leather and cut stock	42	4,696	97.0	4,554	13.7
94	Luggage, harness, etc.	9	148	80.4	119	.4
	Service and other receipts	--	--	--	206	.6
	All other commodities	--	--	--	4,673	14.0
	MANUFACTURERS' SALES BRANCHES (WITH STOCKS)					
	AMUSEMENT AND SPORTING GOODS TRADE (Commodity coverage, 100.0%)	18			17,391	100.0
52	Sporting goods	9	5,343	93.0	4,970	28.6
88	Cameras and supplies	5	9,823	99.9	9,814	56.4

(continued on next page)

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2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CHICAGO, ILLINOIS

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (Continued)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	AMUSEMENT AND SPORTING GOODS TRADE (continued)					
95	Motion picture film rentals	3	$2,146	98.6	$2,117	12.2
	All other commodities	--	--	--	490	2.8
	AUTOMOTIVE TRADE (Commodity coverage, 99.2%)	34			61,993	100.0
35	Automobiles and motor vehicles	11	46,622	92.0	42,878	69.2
	Automobiles, passenger	4	42,014	89.5	37,586	--
	Commercial vehicles	7	18,461	25.9	4,786	--
	Tractors	1	167	68.3	114	--
	Amount not itemized	--	--	--	392	--
36	Automotive parts and accessories	33	61,826	25.1	15,539	25.1
	Batteries	5	26,928	3.0	800	--
	Tires and tubes	10	9,664	72.4	6,993	--
	Other equipment	26	47,714	12.2	5,832	--
	Amount not itemized	--	--	--	1,914	--
56	Industrial equipment and supplies (except electrical and railroad)	4	7,582	35.2	2,669	4.3
	Service and other receipts	--	--	--	505	.8
	All other commodities	--	--	--	402	.6
	BEER, WINES AND LIQUORS TRADE (Commodity coverage, 97.6%)	18			38,365	100.0
2	Beer and other malt liquors	9	11,935	89.9	10,729	28.0
15	Wines and liquors	9	26,430	100.0	26,426	68.9
	Liquors	9	26,430	98.1	25,922	--
	Wines	1	513	98.2	504	--
	All other commodities	--	--	--	1,210	3.1
	CHEMICALS AND PAINTS TRADE (Commodity coverage, 97.2%)	52			51,106	100.0
38	Chemicals, industrial and heavy	13	14,463	93.5	13,516	26.4
39	Oils, animal and vegetable	3	11,161	9.4	1,048	2.1
40	Paints and varnishes	20	23,493	76.4	17,939	35.1
42	Other chemicals	23	17,171	84.0	14,423	28.2
	All other commodities	--	--	--	4,180	8.2
	CLOTHING AND FURNISHINGS TRADE (Commodity coverage, 91.8%)	33			19,986	100.0
27	Clothing and furnishings, men's and boys'	20	15,233	89.9	13,702	68.6
	Furnishings (except shoes)	14	11,610	86.6	10,053	--
	Suits and overcoats	3	2,755	100.0	2,755	--
	Work clothing	4	902	98.3	887	--
	Amount not itemized	--	--	--	2	--
28	Clothing and accessories, women's and children's	14	4,864	97.1	4,721	23.6
	Dresses	2	343	100.0	343	--
	Hosiery	2	835	84.6	706	--
	Millinery	1	48	100.0	48	--
	Underwear, negligees, etc.	8	4,063	82.2	3,338	--
	Suits and coats (except fur)	2	188	100.0	188	--
	Other (except shoes and furs)	2	867	11.3	98	--
	All other commodities	--	--	--	1,563	7.8
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADE (Commodity coverage, 97.0%)	20			14,667	100.0
37	Drugs and drug sundries	17	12,143	99.0	12,019	81.9
	Drugs, chemicals, pharmaceuticals	8	5,945	97.8	5,817	--
	Proprietary medicines	6	4,613	100.0	4,613	--
	Drug sundries (except soap)	2	264	100.0	264	--
	Amount not itemized	--	--	--	1,325	--
41	Soaps and toiletries	5	4,769	54.1	2,582	17.6
	Toilet preparations, except soaps	5	4,769	52.8	2,520	--
	Toilet soaps	1	85	58.8	50	--
	Other soaps	1	2,196	.5	12	--
	All other commodities	--	--	--	66	.5
	DRY GOODS (SPECIALTY LINES) TRADE (Commodity coverage, 100.0%)	22			8,785	100.0
30	Notions	10	3,945	91.4	3,605	41.0

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	DRY GOODS (SPECIALTY LINES) TRADE (continued)					
31	Piece goods	10	$4,425	98.2	$4,341	49.5
	Cottons	5	2,662	96.2	2,561	--
	Rayons	5	570	44.9	256	--
	Silks and velvets	3	482	61.6	297	--
	Amount not itemized	--	--	--	1,227	--
33	Yarns	3	1,627	3.6	58	.7
	Service and other receipts	--	--	--	46	.5
	All other commodities	--	--	--	735	8.3
	ELECTRICAL GOODS TRADE (Commodity coverage, 98.7%)	59			50,714	100.0
36	Automotive parts and accessories	5	4,975	14.1	700	1.4
43	Wiring supplies and electrical construction materials	14	23,766	48.5	11,527	22.7
	Interior	6	8,714	68.1	5,935	--
	Outside	3	4,900	13.1	642	--
	Lighting fixtures	4	7,680	1.4	110	--
	Incandescent lamps	2	5,038	93.4	4,706	--
	Amount not itemized	--	--	--	134	--
44	Electrical apparatus and equipment	23	39,955	76.7	30,664	60.5
45	Radios, appliances, specialties	12	11,096	34.9	3,875	7.6
	Radios and accessories	4	2,610	18.6	486	--
	Electric refrigerators	7	10,298	20.6	2,124	--
	Other electrical appliances	5	8,308	15.2	1,265	--
63	Copper	3	7,641	31.6	2,414	4.8
	Service and other receipts	--	--	--	1,302	2.6
	All other commodities	--	--	--	232	.4
	FARM PRODUCTS - CONSUMER GOODS TRADE (Commodity coverage, 100.0%)	5			4,492	100.0
6	Confectionery and ice cream	3	2,402	99.9	2,400	53.4
	Ice cream and ices	3	2,402	99.7	2,395	--
	Other	2	771	.6	5	--
7	Dairy and poultry products (except butter and cheese)	3	2,091	.5	11	.3
	All other commodities	--	--	--	2,081	46.3
	FURNITURE AND HOUSE FURNISHINGS TRADE (Commodity coverage, 99.9%)	17			9,549	100.0
47	Furniture, wooden and metal	7	2,726	99.9	2,723	28.5
	Household	3	1,480	100.0	1,480	--
	Office and store	3	577	100.0	577	--
	Amount not itemized	--	--	--	666	--
48	House furnishings	7	6,258	98.0	6,131	64.2
	Carpets and rugs	2	3,954	98.6	3,899	--
	House furnishings (except as listed)	4	2,203	96.7	2,131	--
	Amount not itemized	--	--	--	101	--
	Service and other receipts	--	--	--	7	.1
	All other commodities	--	--	--	688	7.2
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 91.1%)	86			173,338	100.0
1	Bakery products	5	3,807	63.3	2,408	1.4
3	Butter and cheese	33	72,546	5.6	4,085	2.4
4	Canned foods	48	98,797	19.7	19,437	11.2
	Canned fruits	7	14,046	36.9	5,180	--
	Canned vegetables	6	15,892	22.7	3,604	--
	Canned fish and sea foods	4	12,174	11.9	1,453	--
	Canned meats	37	80,504	2.2	1,771	--
	Canned milk	26	63,153	7.6	4,775	--
	Other	28	61,577	2.5	1,564	--
	Amount not itemized	--	--	--	1,090	--
5	Coffee	6	20,423	22.8	4,657	2.7
6	Confectionery and ice cream	7	8,996	99.8	8,976	5.2
	Candy	3	4,828	100.0	4,828	--
	Chewing gum	1	2,103	100.0	2,103	--
	Other	2	1,638	98.6	1,615	--
	Amount not itemized	--	--	--	430	--

(continued on next page)

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CHICAGO, ILLINOIS

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (Continued)					
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (continued)					
7	Dairy and poultry products (except butter and cheese)	32	$71,398	9.7	$6,938	4.0
9	Flour	5	17,676	37.9	6,701	3.9
11	Groceries (except as listed)	59	139,278	16.7	23,298	13.4
	Cereal preparations	5	19,161	30.0	5,757	--
	Extracts and spices	4	1,828	17.8	325	--
	Lard substitutes and cooking fats	33	81,468	4.7	3,868	--
	Nuts (all kinds)	1	8,891	5.3	469	--
	Butter substitutes	19	53,029	.6	303	--
	Pickles, preserves and sauces	6	9,909	21.2	2,097	--
	Rice	1	127	100.0	127	--
	Teas	3	11,244	.4	50	--
	Other	20	51,992	19.8	10,278	--
	Amount not itemized	--	--	--	24	--
12	Meats and meat products	40	76,607	80.3	61,524	35.5
	Lard	36	74,994	3.8	2,848	--
	Meats, fresh	38	76,105	60.9	46,354	--
	Meats, cured and smoked	37	73,773	13.5	9,928	--
	Other	26	47,768	5.0	2,394	--
16	Other food and related products	11	22,614	6.9	1,566	.9
39	Oils, animal and vegetable	10	36,801	3.5	1,287	.7
41	Soaps and toiletries	31	67,862	11.4	7,733	4.4
42	Other chemicals	10	34,731	1.7	581	.3
	Service and other receipts	--	--	--	117	.1
	All other commodities	--	--	--	24,030	13.9
	HARDWARE TRADE (Commodity coverage, 96.0%)	8			2,655	100.0
50	Hardware	8	2,655	100.0	2,655	100.0
	Builders' hardware	2	134	94.0	126	--
	Shelf or light hardware	1	1,756	48.5	852	--
	Tools and cutlery	3	1,957	56.5	1,105	--
	Other	4	648	88.3	572	--
	JEWELRY AND OPTICAL GOODS TRADE (Commodity coverage, 100.0%)	16			8,620	100.0
91	Jewelry, silverware, etc.	10	7,045	96.8	6,819	79.1
	Clocks and watches	2	286	100.0	286	--
	Silverware and plated ware	8	6,759	96.6	6,529	--
	Amount not itemized	--	--	--	4	--
96	Optical goods	6	1,575	100.0	1,575	18.3
	All other commodities	--	--	--	226	2.6
	LUMBER AND CONSTRUCTION MATERIALS TRADE (Commodity coverage, 73.1%)	17			15,667	100.0
40	Paints and varnishes	3	3,720	14.8	550	3.5
70	Brick, tile, and terra cotta	6	672	85.3	573	3.7
87	Building materials (except as listed)	5	8,826	86.1	7,600	48.5
	Service and other receipts	--	--	--	37	.2
	All other commodities	--	--	--	6,907	44.1
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 92.5%)	151			65,337	100.0
34	Textile products (except as listed)	4	967	57.4	555	.8
36	Automotive parts and accessories	4	5,431	19.7	1,072	1.6
37	Drugs and drug sundries	3	3,978	14.0	556	.9
41	Soaps and toiletries	6	1,154	12.1	140	.2
42	Other chemicals	6	2,965	71.7	2,127	3.3
44	Electrical apparatus and equipment	3	2,943	10.7	316	.5
50	Hardware	3	1,998	53.3	1,065	1.6
51	Plumbing, heating, air-conditioning	3	1,047	62.5	654	1.0
54	Barber and beauty-parlor equipment	4	631	67.8	428	.7
55	Farm machinery and garden equipment	11	12,272	81.7	10,032	15.3
56	Industrial equipment and supplies (except electrical and railroad)	59	23,748	77.3	18,354	28.1
	Belting, mechanical rubber goods, etc.	5	5,350	57.3	3,063	--
	Power transmission equipment	6	2,338	100.0	2,338	--
	Materials-handling equipment	3	360	61.7	222	--
	Metal-working tools	12	5,876	86.9	5,104	--
	Ropes, cordage, and twine	3	810	100.0	810	--
	Other	30	9,014	75.6	6,811	--
	Amount not itemized	--	--	--	6	--
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (continued)					
57	Industrial machinery (non-electrical)	33	$18,031	74.1	$13,368	20.5
	Construction machinery	3	2,411	98.1	2,364	--
	Machine tools (power driven)	2	1,301	79.6	1,036	--
	Mine, quarry, pump machinery	5	4,502	50.9	2,292	--
	Power plant machinery (except electrical)	3	2,467	36.7	905	--
	Textile machinery	2	373	100.0	373	--
	Other	18	8,494	65.5	5,565	--
	Amount not itemized	--	--	--	833	--
58	Office and store machines and equipment	30	11,356	57.9	6,577	10.1
	Office machines and equipment	20	6,975	72.0	5,022	--
	Store fixtures and equipment	10	4,381	35.5	1,554	--
	Amount not itemized	--	--	--	1	--
60	Surgical, dental, hospital equipment	9	2,673	97.7	2,612	4.0
64	Iron and steel (except scrap)	3	1,613	6.4	103	.1
88	Cameras and supplies	4	1,112	53.5	595	.9
	Service and other receipts	--	--	--	2,355	3.6
	All other commodities	--	--	--	4,428	6.8
	METALS AND METAL WORK TRADE (Commodity coverage, 98.3%)	24			23,363	100.0
50	Hardware	4	7,748	13.6	1,053	4.5
57	Industrial machinery (non-electrical)	3	9,455	1.9	181	.8
63	Copper	3	2,852	10.2	292	1.2
64	Iron and steel (except scrap)	18	18,284	90.8	16,601	71.1
69	Nonferrous metals (except as listed)	4	5,707	34.6	1,977	8.5
	Service and other receipts	--	--	--	2	--
	All other commodities	--	--	--	3,257	13.9
	PAPER AND ITS PRODUCTS TRADE (Commodity coverage, 100.0%)	24			19,025	100.0
81	Paper goods (boxes, bags, cups, etc.)	12	9,195	57.1	5,248	27.6
82	Paper (printing, board, etc.)	7	9,235	100.0	9,235	48.6
83	Stationery and supplies	6	1,133	87.4	990	5.2
	Service and other receipts	--	--	--	24	.1
	All other commodities	--	--	--	3,528	18.5
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 97.2%)	26			9,167	100.0
51	Plumbing, heating, air-conditioning	26	9,167	96.8	8,873	96.8
	Gas appliances and supplies	3	637	87.9	560	--
	Oil burners	1	35	100.0	35	--
	Fittings, valves, brass goods	10	4,719	63.8	3,013	--
	Plumbing fixtures	6	4,673	24.5	1,146	--
	Stoves, ranges, furnaces (except gas and electric)	15	7,458	55.2	4,114	--
	Amount not itemized	--	--	--	5	--
	All other commodities	--	--	--	294	3.2
	TOBACCO AND ITS PRODUCTS TRADE (Commodity coverage, 100.0%)	4			4,200	100.0
89	Tobacco products	4	4,200	100.0	4,200	100.0
	Cigars	4	4,200	100.0	4,200	100.0
	ALL OTHER TRADES (Commodity coverage, 94.8%)	33			22,738	100.0
34	Textile products (except as listed)	4	3,103	99.7	3,094	13.6
39	Oils, animal and vegetable	4	601	100.0	601	2.6
78	Books, magazines, sheet music, etc.	5	4,094	100.0	4,094	18.0
84	Woodwork and wood products	4	4,515	84.6	3,819	16.8
93	Leather and cut stock	5	7,512	96.4	7,242	31.9
	Service and other receipts	--	--	--	20	.1
	All other commodities	--	--	--	3,868	17.0
	MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)					
	AMUSEMENT AND SPORTING GOODS TRADE (Commodity coverage, 100.0%)	4			5,093	100.0
95	Motion picture film rentals	4	5,093	99.1	5,049	99.1
	All other commodities	--	--	--	44	.9
	AUTOMOTIVE TRADE (Commodity coverage, 88.7%)	3			1,241	100.0
36	Automotive parts and accessories	3	1,241	100.0	1,241	100.0
	Batteries	2	837	100.0	837	--
	Amount not itemized	--	--	--	404	--

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity.

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CHICAGO, ILLINOIS

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS) (Continued)					
	CHEMICALS AND PAINTS TRADE (Commodity coverage, 100.0%)	22			$18,867	100.0
38	Chemicals, industrial and heavy	4	$12,289	99.2	12,188	64.6
42	Other chemicals	16	9,608	63.4	6,096	32.3
	Service and other receipts	--	--	--	2	--
	All other commodities	--	--	--	581	3.1
	CLOTHING AND FURNISHINGS TRADE (Commodity coverage, 93.8%)	15			4,198	100.0
27	Clothing and furnishings, men's and boys'	8	1,840	89.1	1,641	39.1
	Furnishings (except shoes)	3	1,058	81.1	858	--
	Suits and overcoats	3	574	100.0	574	--
	Work clothing	2	208	100.0	208	--
	Amount not itemized	--	--	--	1	--
28	Clothing and accessories, women's and children's	7	2,783	89.1	2,482	59.1
	Girls' wear	1	500	40.0	200	--
	Hosiery	1	1,416	100.0	1,416	--
	Underwear, negligees, etc.	1	45	100.0	45	--
	Suits and coats (except fur)	1	175	100.0	175	--
	Other (except shoes and furs)	2	194	100.0	194	--
	Amount not itemized	--	--	--	452	--
	All other commodities	--	--	--	75	1.8
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADE (Commodity coverage, 100.0%)	5			506	100.0
41	Soaps and toiletries	4	426	100.0	426	84.2
	Toilet preparations (except soaps)	4	426	100.0	426	--
	All other commodities	--	--	--	80	15.8
	DRY GOODS (SPECIALTY LINES) TRADE (Commodity coverage, 99.1%)	19			9,923	100.0
30	Notions	3	1,798	100.0	1,798	18.1
31	Piece goods	16	8,125	100.0	8,125	81.9
	Cotton goods	5	811	66.1	536	--
	Linens	2	259	9.3	24	--
	Rayons	5	1,368	85.9	1,175	--
	Silks and velvets	3	264	41.7	110	--
	Woolens and worsteds	3	3,981	99.8	3,972	--
	Curtains, draperies, upholsteries	4	1,855	93.4	1,732	--
	Amount not itemized	--	--	--	576	--
	ELECTRICAL GOODS TRADE (Commodity coverage, 100.0%)	17			5,468	100.0
43	Wiring supplies and electrical construction materials	4	2,088	100.0	2,088	38.2
	Interior	2	1,703	100.0	1,703	--
	Outside	1	137	100.0	137	--
	Amount not itemized	--	--	--	248	--
44	Electrical apparatus and equipment	12	3,332	83.4	2,778	50.8
	All other commodities	--	--	--	602	11.0
	FURNITURE AND FURNISHINGS TRADE (Commodity coverage, 100.0%)	22			15,808	100.0
31	Piece goods	4	902	36.7	331	2.1
34	Textile products (except as listed)	3	7,088	27.5	1,946	12.3
47	Furniture, wooden and metal	5	330	93.9	310	2.0
48	House furnishings	10	14,519	76.4	11,089	70.1
	Carpets and rugs	4	11,206	51.0	5,712	--
	Other floor coverings	2	8,768	52.9	4,638	--
	House furnishings (except as listed)	3	147	100.0	147	--
	Amount not itemized	--	--	--	592	--
	All other commodities	--	--	--	2,132	13.5
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 98.6%)	9			35,033	100.0
11	Groceries (except as listed)	6	25,542	8.9	2,279	6.5
	Extracts and spices	1	15	100.0	15	--
	Lard substitutes and cooking fats	1	24,227	2.8	677	--
	Butter substitutes	1	24,227	1.2	285	--
	Other	3	420	100.0	420	--
	Amount not itemized	--	--	--	882	--

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (continued)					
	All other commodities	--	--	--	$32,754	93.5
	HARDWARE TRADE (Commodity coverage, 90.4%)	5			2,836	100.0
50	Hardware	5	2,836	99.9	2,833	99.9
	Shelf or light hardware	1	1,631	100.0	1,631	--
	Other	1	339	99.1	336	--
	Amount not itemized	--	--	--	866	--
	All other commodities	--	--	--	3	.1
	JEWELRY AND OPTICAL GOODS TRADE (Commodity coverage, 100.0%)	11			929	100.0
91	Jewelry, silverware, etc.	11	929	100.0	929	100.0
	Clocks and watches	2	302	100.0	302	--
	Jewelry	6	386	100.0	386	--
	Silverware and plated ware	1	12	100.0	12	--
	Amount not itemized	--	--	--	229	--
	LUMBER AND CONSTRUCTION MATERIALS TRADE (Commodity coverage, 99.9%)	27			32,962	100.0
62	Building metal work	3	936	100.0	936	2.8
70	Brick, tile, and terra cotta	4	374	97.6	365	1.1
72	Cement, lime, plaster, stucco	4	5,801	100.0	5,801	17.6
87	Building materials (except as listed)	11	23,661	85.1	20,143	61.1
	All other commodities	--	--	--	5,717	17.4
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 96.2%)	102			87,582	100.0
31	Piece goods	3	432	100.0	432	.5
56	Industrial equipment and supplies (except electrical and railroad)	23	35,871	93.4	33,515	38.3
	Belting, mechanical rubber goods, etc.	1	198	1.0	2	--
	Power transmission equipment	1	305	71.5	218	--
	Metal-working tools	2	1,123	48.4	544	--
	Rope, cordage, and twine	2	704	71.3	502	--
	Other	17	33,541	96.1	32,249	--
57	Industrial machinery (non-electrical)	34	12,028	94.2	11,335	12.9
	Construction machinery	4	1,179	99.6	1,174	--
	Machine tools (power driven)	4	1,518	79.5	1,207	--
	Oil well and refining machinery	3	990	64.9	643	--
	Power plant machinery (except electrical)	9	4,403	87.0	3,831	--
	Other	14	4,475	94.7	4,237	--
	Amount not itemized	--	--	--	243	--
58	Office and store machines and equipment	21	3,356	100.0	3,356	3.8
59	Railroad equipment and supplies	10	7,272	99.5	7,233	8.3
60	Surgical, dental, hospital equipment	3	203	100.0	203	.2
	All other commodities	--	--	--	31,508	36.0
	METALS AND METAL WORK TRADE (Commodity coverage, 92.2%)	30			169,227	100.0
64	Iron and steel (except scrap)	22	150,471	98.6	148,425	87.7
	Iron and steel pipe	10	49,728	8.5	4,230	--
	Seamless steel tubing	3	10,638	33.2	3,533	--
	Pig iron	3	79,780	1.4	1,128	--
	Rough castings and forgings	2	37,149	.4	135	--
	Steel sheet	7	123,792	31.8	39,372	--
	Structural iron and steel	5	83,026	21.1	17,552	--
	Wire fencing	3	26,548	8.0	2,123	--
	Wire and wire rope or cable	2	26,517	62.3	16,519	--
	Other rolled iron and steel	6	103,870	47.0	48,774	--
	Amount not itemized	--	--	--	15,059	--
67	Scrap iron and steel	3	79,780	.4	287	.2
69	Nonferrous metals (except as listed)	5	7,572	92.6	7,013	4.1
	All other commodities	--	--	--	13,502	8.0
	PAPER AND ITS PRODUCTS TRADE (Commodity coverage 97.2%)	23			18,273	100.0
81	Paper goods (boxes, bags, cups, etc.)	7	5,857	87.9	5,150	28.2
82	Paper (printing, board, etc.)	11	13,249	88.5	11,720	64.1
83	Stationery and supplies	7	1,403	100.0	1,403	7.7

(continued on next page)

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1/ The ratio which the particular item in column B bears to the corresponding item in column A.

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CHICAGO, ILLINOIS

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS) (Continued)					
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE	13			$1,875	100.0
	(Commodity coverage, 88.0%)					
51	Plumbing, heating, air-conditioning	13	$1,875	96.2	1,804	96.2
	Air-conditioning equipment	2	419	45.6	191	--
	Gas appliances and supplies	2	68	100.0	68	--
	Oil burners	1	58	100.0	58	--
	Fittings, valves, brass goods	4	244	93.9	229	--
	Plumbing fixtures	1	861	91.3	786	--
	Stoves, ranges, furnaces (except gas and electric)	3	1,152	26.5	305	--
	Amount not itemized	--	--	--	167	--
	Service and other receipts	--	--	--	1	.1
	All other commodities	--	--	--	70	3.7
	ALL OTHER TRADES	32			16,647	100.0
	(Commodity coverage, 100.0%)					
78	Books, magazines, sheet music, etc.	17	6,063	100.0	6,063	36.4
93	Leather and cut stock	3	1,182	100.0	1,182	7.1
	All other commodities	--	--	--	9,402	56.5
	BULK TANK STATIONS (PETROLEUM)					
	BULK TANK STATIONS	75			72,328	100.0
	(Commodity coverage, 99.6%)					
36	Automotive parts and accessories	21	33,101	11.0	3,640	5.0
76	Petroleum and its products	75	72,328	89.7	64,893	89.7
	Crude oil	2	3,735	.5	20	--
	Gasoline and naphthas	36	25,927	55.3	14,333	--
	Fuel and gas oils	29	24,608	25.7	6,320	--
	Kerosene	21	20,804	6.7	1,404	--
	Lubricants, automotive	28	19,008	13.7	2,609	--
	Lubricants (except automotive)	13	13,476	6.3	850	--
	Other petroleum products	13	14,739	2.6	387	--
	Amount not itemized	--	--	--	38,970	--
	Service and other receipts	--	--	--	117	.2
	All other commodities	--	--	--	3,678	5.1
	AGENTS AND BROKERS					
	AMUSEMENT AND SPORTING GOODS TRADE	19			744	100.0
	(Commodity coverage, 94.2%)					
52	Sporting goods	6	255	88.6	226	30.4
53	Toys and games	7	261	55.9	146	19.6
	All other commodities	--	--	--	372	50.0
	AUTOMOTIVE TRADE	24			5,464	100.0
	(Commodity coverage, 100.0%)					
35	Automobiles and motor vehicles	3	3,050	87.7	2,675	48.9
	Commercial vehicles	2	2,604	85.6	2,229	--
	Tractors	1	446	100.0	446	--
36	Automotive parts and accessories	19	4,953	52.9	2,622	48.0
	Other equipment	16	4,012	41.9	1,681	--
	Amount not itemized	--	--	--	941	--
75	Glass (sheet and containers)	3	11	100.0	11	.2
	Service and other receipts	--	--	--	4	.1
	All other commodities	--	--	--	152	2.8
	BEER, WINES AND LIQUORS TRADE	5			842	100.0
	(Commodity coverage, 97.7%)					
15	Wines and liquors	5	842	100.0	842	100.0
	Liquors	5	842	100.0	842	--
	CHEMICALS AND PAINTS TRADE	27			4,144	100.0
	(Commodity coverage, 99.9%)					
38	Chemicals, industrial and heavy	6	355	81.7	290	7.0
40	Paints and varnishes	6	913	100.0	913	22.0
42	Other chemicals	19	2,981	97.6	2,909	70.2
	Service and other receipts	--	--	--	2	.1
	All other commodities	--	--	--	30	.7
	CLOTHING AND FURNISHINGS TRADE	94			$16,083	100.0
	(Commodity coverage, 97.3%)					
27	Clothing and furnishings, men's and boys'	19	$2,514	77.6	1,951	12.1
	Hats and caps	1	110	100.0	110	--
	Furnishings (except shoes)	8	1,300	61.2	796	--
	Suits and overcoats	5	241	79.3	191	--
	Work clothing	3	345	82.6	285	--
	Amount not itemized	--	--	--	569	--
28	Clothing and accessories, women's and children's	63	9,696	94.9	9,197	57.2
	Girls' wear	2	165	75.8	125	--
	Infants' wear	6	942	37.2	350	--
	Dresses	12	2,219	59.4	1,319	--
	Hosiery	6	1,113	59.7	664	--
	Millinery	15	1,210	96.2	1,164	--
	Underwear, negligees, etc.	12	2,193	92.6	2,030	--
	Suits and coats (except fur)	3	1,376	89.0	1,225	--
	Other (except shoes and furs)	9	1,560	47.4	740	--
	Amount not itemized	--	--	--	1,580	--
29	Furs and fur clothing	5	1,179	98.7	1,164	7.2
32	Shoes and other footwear	11	3,594	100.0	3,594	22.4
	Men's and boys' leather	3	509	60.1	306	--
	Women's and children's leather	7	2,583	84.1	2,173	--
	Infants'	1	35	100.0	35	--
	Other	4	1,300	83.1	1,080	--
	Service and other receipts	--	--	--	15	.1
	All other commodities	--	--	--	162	1.0
	COAL AND COKE TRADE	31			31,681	100.0
	(Commodity coverage, 100.0%)					
73	Coal and coke	31	31,681	98.9	31,345	98.9
	Anthracite	4	7,473	63.4	4,735	--
	Bituminous	25	24,842	91.2	22,666	--
	Coke	3	4,914	5.0	245	--
	Amount not itemized	--	--	--	3,699	--
	Service and other receipts	--	--	--	6	--
	All other commodities	--	--	--	330	1.1
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADE	14			2,574	100.0
	(Commodity coverage, 97.5%)					
37	Drugs and drug sundries	6	1,583	53.4	846	32.9
	Drugs, chemicals, pharmaceuticals	2	658	54.4	358	--
	Proprietary medicines	2	684	56.4	386	--
	Drug sundries (except soap)	1	242	11.6	28	--
	Amount not itemized	--	--	--	74	--
41	Soaps and toiletries	11	2,025	76.9	1,557	60.5
	Toilet articles	3	481	89.6	431	--
	Toilet preparations, except soaps	6	1,050	60.2	632	--
	Amount not itemized	--	--	--	494	--
	All other commodities	--	--	--	171	6.6
	DRY GOODS (SPECIALTY LINES) TRADE	85			48,940	100.0
	(Commodity coverage, 88.6%)					
27	Clothing and furnishings, men's and boys'	3	333	15.9	53	.1
30	Notions	14	4,617	95.1	4,389	9.0
31	Piece goods	72	44,568	99.6	44,402	90.7
	Cottons	34	32,160	95.1	30,586	--
	Linens	2	222	62.2	138	--
	Rayons	12	2,935	68.9	2,022	--
	Silks and velvets	11	2,559	60.7	1,554	--
	Woolens and worsteds	14	3,935	73.4	2,887	-
	Domestics	4	1,962	15.1	297	--
	Curtains, draperies, upholsteries	7	939	77.8	731	--
	Other	2	218	95.0	207	--
	Amount not itemized	--	--	--	5,980	--
	All other commodities	--	--	--	96	.2
	ELECTRICAL GOODS TRADE	55			6,379	100.0
	(Commodity coverage, 99.6%)					
43	Wiring supplies and electrical construction materials	16	2,556	97.1	2,482	38.9
	Interior	13	2,135	96.2	2,053	--
	Lighting fixtures	2	88	9.1	8	--
	Incandescent lamps	1	162	100.0	162	--
	Amount not itemized	--	--	--	259	--

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity.

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CHICAGO, ILLINOIS

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

AGENTS AND BROKERS (Continued)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	ELECTRICAL GOODS TRADE (continued)					
44	Electrical apparatus and equipment	11	$803	87.9	$706	11.1
45	Radios, appliances, specialties	30	2,898	95.5	2,768	43.4
	Radios and accessories	15	1,450	92.1	1,335	--
	Electric refrigerators	2	40	40.0	16	--
	Other electrical appliances	11	943	82.8	781	--
	Amount not itemized	--	--	--	636	--
	Service and other receipts	--	--	--	2	--
	All other commodities	--	--	--	421	6.6
	FARM PRODUCTS - RAW MATERIALS TRADE (Commodity coverage, 98.5%)	102			316,185	100.0
17	Cotton, raw	5	4,816	100.0	4,816	1.5
19	Grains	26	122,923	99.7	122,523	38.8
	Corn	22	112,317	25.4	28,567	--
	Wheat	21	112,027	66.5	74,548	--
	Other	23	87,537	9.9	8,707	--
	Amount not itemized	--	--	--	10,701	--
20	Hides, skins, and raw furs	8	6,118	100.0	6,118	1.9
21	Livestock	57	190,834	94.6	180,444	57.1
26	Other farm products	4	25,174	6.5	1,643	.5
	All other commodities	--	--	--	641	.2
	FARM PRODUCTS - CONSUMER GOODS TRADE (Commodity coverage, 97.8%)	120			122,562	100.0
3	Butter and cheese	14	32,426	79.3	25,730	21.0
7	Dairy and poultry products (except butter and cheese)	25	47,439	44.7	21,217	17.3
	Eggs	16	32,773	29.0	9,495	--
	Poultry	12	16,522	44.7	7,392	--
	Amount not itemized	--	--	--	4,330	--
10	Fruits and vegetables	94	76,198	92.8	70,727	57.7
	Fresh fruits	60	51,412	57.9	29,745	--
	Fresh vegetables	72	48,962	75.4	36,921	--
	Amount not itemized	--	--	--	4,061	--
	Service and other receipts	--	--	--	75	.1
	All other commodities	--	--	--	4,813	3.9
	FARM SUPPLIES TRADE (Commodity coverage, 100.0%)	13			6,604	100.0
18	Feed	5	3,200	99.9	3,196	48.4
	Hay, straw, and alfalfa	1	192	97.4	187	--
	Mixed and other	5	3,200	94.0	3,009	--
90	Fertilizer and fertilizer materials	5	2,936	93.2	2,737	41.4
	All other commodities	--	--	--	671	10.2
	FURNITURE AND HOUSE FURNISHINGS TRADE (Commodity coverage 98.1%)	49			9,741	100.0
31	Piece goods	15	4,131	95.0	3,925	40.3
	Linens	1	312	10.6	33	--
	Domestics	9	2,167	89.6	1,941	--
	Curtains, draperies, upholsteries	8	2,346	83.2	1,951	--
46	China, glassware, and crockery	9	2,008	75.3	1,513	15.5
47	Furniture, wooden and metal	13	1,706	92.8	1,584	16.3
	Household	10	1,529	91.4	1,397	--
	Office and store	2	170	5.9	10	--
	Amount not itemized	--	--	--	177	--
48	House furnishings	15	3,189	76.5	2,438	25.0
	Carpets and rugs	8	1,921	48.6	933	--
	Other floor coverings	3	1,180	82.9	978	--
	House furnishings (except as listed)	7	1,294	40.7	527	--
	Service and other receipts	--	--	--	2	--
	All other commodities	--	--	--	279	2.9

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 67.6%)	86			$130,588	100.0
4	Canned foods	33	$32,333	45.0	14,536	11.1
	Canned fruits	15	9,655	28.3	2,737	--
	Canned vegetables	15	9,392	38.6	3,622	--
	Canned fish and sea foods	12	8,015	28.1	2,251	--
	Canned meats	2	1,412	7.1	100	--
	Canned milk	6	5,307	13.4	713	--
	Other	5	4,243	24.5	1,038	--
	Amount not itemized	--	--	--	4,075	--
5	Coffee	5	4,966	90.1	4,472	3.4
7	Dairy and poultry products (except butter and cheese)	4	1,171	33.0	387	.3
8	Fish and sea foods	6	628	95.9	602	.5
9	Flour	7	5,424	94.2	5,108	3.9
11	Groceries (except as listed)	26	18,910	84.6	16,005	12.2
	Cereal preparations	1	375	.8	3	--
	Extracts and spices	2	1,058	84.4	893	--
	Nuts (all kinds)	8	5,456	72.4	3,951	--
	Pickles, preserves and sauces	4	764	26.7	204	--
	Other	14	6,998	36.7	2,567	--
	Amount not itemized	--	--	--	8,387	--
12	Meats and meat products	12	45,701	99.1	45,271	34.7
	Lard	3	18,450	42.8	7,895	--
	Meats, fresh	8	24,473	88.7	21,716	--
	Meats, cured or smoked	3	6,958	35.6	2,480	--
	Other	1	11,700	40.0	4,680	--
	Amount not itemized	--	--	--	8,500	--
14	Sugar	12	45,416	94.9	43,105	33.0
16	Other food and related products	3	1,804	28.7	518	.4
	Service and other receipts	--	--	--	114	.1
	All other commodities	--	--	--	470	.4
	HARDWARE TRADE (Commodity coverage, 97.7%)	24			2,095	100.0
50	Hardware	24	2,095	97.3	2,039	97.3
	All other commodities	--	--	--	56	2.7
	JEWELRY AND OPTICAL GOODS TRADE (Commodity coverage, 100.0%)	12			1,530	100.0
91	Jewelry, silverware, etc.	12	1,530	91.0	1,393	91.0
	Clocks and watches	2	876	90.8	795	--
	Jewelry	5	480	23.5	113	--
	Precious stones and metals	2	400	11.5	46	--
	Silverware and platedware	3	801	40.2	322	--
	Amount not itemized	--	--	--	117	--
	Service and other receipts	--	--	--	4	.3
	All other commodities	--	--	--	133	8.7
	LUMBER AND CONSTRUCTION MATERIALS TRADE (Commodity coverage, 98.9%)	51			7,068	100.0
62	Building metal work	5	328	69.8	229	3.3
71	Building stone, slate, concrete	6	616	32.1	198	2.8
75	Glass (sheet and containers)	8	52	100.0	52	.7
80	Lumber	21	5,821	96.3	5,604	79.3
84	Woodwork and wood products	5	368	100.0	368	5.2
87	Building materials (except as listed)	5	297	41.1	122	1.7
	Service and other receipts	--	--	--	9	.1
	All other commodities	--	--	--	486	6.9
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 94.8%)	203			23,385	100.0
31	Piece goods	4	656	100.0	656	2.8
34	Textile products (except as listed)	3	1,945	35.1	683	2.9
42	Other chemicals	7	151	27.2	41	.2
47	Furniture, wooden and metal	3	400	20.0	80	.3
50	Hardware	6	402	28.4	114	.5
56	Industrial equipment and supplies (except electrical and railroad)	70	7,882	88.5	6,972	29.8
	Belting, mechanical rubber goods, etc.	11	1,237	52.5	650	--
	Power transmission equipment	1	32	100.0	32	--
	Materials-handling equipment	5	180	100.0	180	--
	Metal-working tools	8	485	79.0	383	--
	Rope, cordage and twine	4	3,876	96.6	3,745	--
	Other	40	1,908	90.1	1,719	--
	Amount not itemized	--	--	--	263	--

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity.

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CHICAGO, ILLINOIS

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	AGENTS AND BROKERS (Continued)					
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (continued)					
57	Industrial machinery (non-electrical)	42	$4,410	97.8	$4,315	18.5
	Construction machinery	5	197	96.4	190	--
	Machine tools (power driven)	8	2,693	98.9	2,664	--
	Mine, quarry, pump machinery	3	37	94.6	35	--
	Power plant machinery (except electrical)	11	735	99.0	728	--
	Textile machinery	2	33	100.0	33	--
	Other	11	631	98.4	621	--
	Amount not itemized	--	--	--	44	--
58	Office and store machines and equipment	16	1,199	99.1	1,188	5.1
	Office machines and equipment	5	154	100.0	154	--
	Store fixtures and equipment	8	855	98.9	846	--
	Amount not itemized	--	--	--	188	--
59	Railroad equipment and supplies	47	7,752	96.5	7,480	32.0
60	Surgical, dental, hospital equipment	8	596	35.1	209	.9
64	Iron and steel (except scrap)	3	206	61.7	127	.5
83	Stationery and supplies	3	55	76.4	42	.2
	Service and other receipts	--	--	--	173	.7
	All other commodities	--	--	--	1,305	5.6
	METALS AND METAL WORK (EXCEPT SCRAP) TRADE (Commodity coverage, 97.8%)	24			18,653	100.0
62	Building metal work	3	364	100.0	364	2.0
64	Iron and steel (except scrap)	18	16,693	49.5	8,261	44.3
	Seamless steel tubing	1	200	5.0	10	--
	Pig iron	2	15,522	45.9	7,129	--
	Rough castings and forgings	6	789	68.8	543	--
	Structural iron and steel	2	308	64.6	199	--
	Wire and wire rope or cable	2	18	100.0	18	--
	Other rolled iron and steel	4	84	95.2	80	--
	Amount not itemized	--	--	--	282	--
69	Nonferrous metals (except as listed)	3	4,843	47.4	2,294	12.3
	Service and other receipts	--	--	--	7	--
	All other commodities	--	--	--	7,727	41.4
	PAPER AND ITS PRODUCTS TRADE (Commodity coverage, 100.0%)	28			7,059	100.0
81	Paper goods (boxes, bags, cups, etc.)	10	5,193	59.1	3,069	43.5
82	Paper (printing, board, etc.)	14	4,333	78.2	3,389	48.0
83	Stationery and supplies	6	1,827	31.5	576	8.1
	All other commodities	--	--	--	25	.4
	PETROLEUM AND ITS PRODUCTS TRADE (Commodity coverage, 100.0%)	10			7,901	100.0
76	Petroleum and its products	10	7,901	99.5	7,865	99.5
	Service and other receipts	--	--	--	15	.2
	All other commodities	--	--	--	21	.3
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 82.5%)	22			$1,499	100.0
51	Plumbing, heating, air-conditioning	19	$1,289	97.5	1,257	83.9
	Air-conditioning equipment	6	609	74.4	453	--
	Gas appliances and supplies	3	236	43.6	103	--
	Oil burners	1	50	2.0	1	--
	Fittings, valves, brass goods	7	336	67.3	226	--
	Plumbing fixtures	4	136	16.9	23	--
	Stoves, ranges, furnaces (except gas and electric)	6	514	86.8	446	--
	Amount not itemized	--	--	--	5	--
	Service and other receipts	--	--	--	3	.2
	All other commodities	--	--	--	239	15.9
	WASTE MATERIALS TRADE (Commodity coverage, 95.2%)	12			9,485	100.0
67	Scrap iron and steel	8	8,258	100.0	8,258	87.1
92	Junk and scrap (except iron)	4	1,227	100.0	1,227	12.9
	ALL OTHER TRADES (Commodity coverage, 94.7%)	74			48,063	100.0
26	Other farm products	8	4,275	56.8	2,429	5.0
33	Yarns	6	1,374	100.0	1,374	2.8
34	Textile products (except as listed)	6	2,378	27.1	645	1.3
39	Oils, animal and vegetable	13	35,818	98.5	35,269	73.4
78	Books, magazines, sheet music, etc.	12	380	96.1	365	.8
79	Logs, ties, pulpwood	3	1,769	100.0	1,769	3.7
93	Leather and cut stock	10	3,299	100.0	3,299	6.9
94	Luggage, harness, etc.	7	292	92.1	269	.6
	All other commodities	--	--	--	2,644	5.5
	ASSEMBLERS					
	FARM PRODUCTS - CONSUMER GOODS TRADE (Commodity coverage, 100.0%)	6			37,899	100.0
21	Livestock	4	26,778	100.0	26,778	70.7
	All other commodities	--	--	--	11,121	29.3
	FARM PRODUCTS - RAW MATERIALS TRADE (Commodity coverage, 90.9%)	9			11,990	100.0
7	Dairy and poultry products (except butter and cheese)	4	4,399	73.4	3,227	26.9
	Eggs	2	1,579	15.4	243	--
	Milk and cream, fluid	3	4,157	67.7	2,815	--
	Poultry	2	1,579	8.8	139	--
	Other	1	1,337	2.2	29	--
	Amount not itemized	--	--	--	1	--
10	Fruit and vegetables	5	7,591	100.0	7,591	63.3
	Fresh fruits	4	7,277	97.4	7,087	--
	Fresh vegetables	2	637	79.1	504	--
	Service and other receipts	--	--	--	2	--
	All other commodities	--	--	--	1,170	9.8

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1/ The ratio which the particular item in column B bears to the corresponding item in column A

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CITIES OF SAN FRANCISCO AND LOS ANGELES, CALIFORNIA (COMBINED)

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS					
	AMUSEMENT AND SPORTING GOODS TRADE (Commodity coverage, 96.8%)	96			$15,772	100.0
46	China, glassware, and crockery	3	$340	10.6	36	.2
52	Sporting goods	28	2,606	86.1	2,244	14.2
53	Toys and games	27	2,043	81.4	1,664	10.6
88	Cameras and supplies	14	8,569	98.8	8,462	53.6
95	Motion picture film rentals	10	1,593	98.6	1,570	10.0
	All other commodities	--	--	--	1,796	11.4
	AUTOMOTIVE TRADE (Commodity coverage, 97.7%)	269			66,701	100.0
35	Automobiles and motor vehicles	23	47,337	91.9	43,524	65.2
	Automobiles, passenger	14	32,210	89.6	28,850	--
	Commercial vehicles	4	4,162	9.2	383	--
	Tractors	1	16	75.0	12	--
	Amount not itemized	--	--	--	14,279	--
36	Automotive parts and accessories	255	57,290	34.0	19,453	29.2
44	Electrical apparatus and equipment	5	1,871	4.8	90	.1
45	Radios, appliances, specialties	10	4,405	31.1	1,370	2.1
50	Hardware	4	674	20.3	137	.2
56	Industrial equipment and supplies (except electrical and railroad)	5	471	20.0	94	.1
76	Petroleum and its products	9	3,273	4.8	157	.2
	Service and other receipts	--	--	--	1,473	2.3
	All other commodities	--	--	--	403	.6
	BEER, WINES AND LIQUORS TRADE (Commodity coverage, 92.6%)	219			36,897	100.0
2	Beer and other malt liquors	85	16,475	30.0	4,946	13.4
4	Canned foods	3	4,219	9.2	389	1.1
6	Confectionery and ice cream	4	4,492	1.2	53	.1
10	Fruits and vegetables	3	3,840	3.4	131	.4
11	Groceries (except as listed)	7	4,813	8.6	416	1.1
13	Soft drinks	26	9,464	9.6	909	2.5
15	Wines and liquors	183	33,465	82.7	27,686	75.0
	Liquors	100	19,254	69.9	13,455	--
	Wines	127	19,665	29.3	5,761	--
	Amount not itemized	--	--	--	8,470	--
16	Other food and related products	5	5,178	1.6	83	.2
37	Drugs and drug sundries	3	3,944	1.6	63	.2
89	Tobacco products	6	4,501	5.5	247	.7
	Service and other receipts	--	--	--	145	.4
	All other commodities	--	--	--	1,829	4.9
	CHEMICALS AND PAINTS TRADE (Commodity coverage, 94.7%)	81			10,527	100.0
38	Chemicals, industrial and heavy	12	6,879	59.8	4,112	39.1
39	Oils, animal and vegetable	6	1,565	12.2	191	1.8
40	Paints and varnishes	49	4,690	54.4	2,550	24.2
42	Other chemicals	26	3,200	67.2	2,151	20.4
50	Hardware	6	224	7.6	17	.2
56	Industrial equipment and supplies (except electrical and railroad)	5	4,683	18.3	858	8.2
82	Paper (printing, board, etc.)	17	848	21.7	184	1.7
	Service and other receipts	--	--	--	14	.1
	All other commodities	--	--	--	450	4.3
	CLOTHING AND FURNISHINGS TRADE (Commodity coverage, 99.1%)	231			28,293	100.0
27	Clothing and furnishings, men's and boys'	63	6,479	91.8	5,946	21.0
	Hats and caps	6	158	79.1	125	--
	Furnishings (except shoes)	41	4,039	86.7	3,500	--
	Suits and overcoats	15	1,574	91.1	1,434	--
	Work clothing	4	507	91.3	463	--
	Amount not itemized	--	--	--	424	--
28	Clothing and accessories, women's and children's	129	15,945	95.1	15,158	53.6
	Girls' wear	8	999	58.2	581	--
	Infants' wear	6	249	46.6	116	--
	Dresses	35	6,901	66.6	4,596	--
	Hosiery	15	1,738	83.0	1,443	--
	Millinery	31	2,152	100.0	2,152	--
	Underwear, negligees, etc.	13	1,608	28.9	464	--
	Suits and coats (except fur)	22	5,377	50.0	2,686	--
	Other (except shoes and furs)	25	2,512	81.5	2,047	--
	Amount not itemized	--	--	--	1,073	--
	CLOTHING AND FURNISHINGS TRADE (continued)					
29	Furs and fur clothing	30	$2,994	100.0	$2,994	10.6
31	Piece goods	9	1,095	17.2	188	.7
32	Shoes and other footwear	28	3,883	93.6	3,635	12.8
	Men's and boys' leather	15	1,478	59.7	883	--
	Men's and boys' rubber	2	55	16.4	9	--
	Women's and children's leather	11	1,228	53.6	658	--
	Women's and children's rubber	2	110	22.7	25	--
	Infants'	3	212	3.8	8	--
	Other	5	2,007	62.8	1,261	--
	Amount not itemized	--	--	--	791	--
46	China, glassware, and crockery	3	568	20.8	118	.4
91	Jewelry, silverware, etc.	4	245	13.1	32	.1
	Service and other receipts	--	--	--	26	.1
	All other commodities	--	--	--	196	.7
	COAL AND COKE TRADE (Commodity coverage, 74.5%)	7			738	100.0
73	Coal and coke	7	738	82.0	605	82.0
	Anthracite	2	151	14.6	22	--
	Bituminous	5	705	66.7	470	--
	Coke	2	159	49.1	78	--
	Amount not itemized	--	--	--	35	--
	Service and other receipts	--	--	--	2	.3
	All other commodities	--	--	--	131	17.7
	DRUGS (FULL LINE) TRADE (Commodity coverage, 90.4%)	7			25,922	100.0
15	Wines and liquors	6	25,613	19.5	5,000	19.3
	Liquors	1	3,001	4.0	120	--
	Wines	1	3,001	2.7	80	--
	Amount not itemized	--	--	--	4,800	--
37	Drugs and drug sundries	7	25,922	68.4	17,741	68.4
	Druggists' rubber goods	2	6,756	5.2	350	--
	Drugs, chemicals, pharmaceuticals	2	6,756	16.1	1,088	--
	Proprietary medicines	2	6,756	26.1	1,764	--
	Drug sundries (except soap)	1	3,001	10.0	300	--
	Toilet articles	3	7,261	6.8	493	--
	Toilet preparations, except soaps	3	7,261	9.2	667	--
	Toilet soaps	1	3,001	6.7	200	--
	Other soaps	1	3,001	6.7	200	--
	Amount not itemized	--	--	--	12,679	--
38	Chemicals, industrial and heavy	3	15,670	7.0	1,098	4.2
	Service and other receipts	--	--	--	196	.8
	All other commodities	--	--	--	1,887	7.3
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADE (Commodity coverage, 99.2%)	101			7,765	100.0
37	Drugs and drug sundries	61	4,585	92.9	4,258	54.8
	Druggists' rubber goods	6	374	27.0	101	--
	Drugs, chemicals, pharmaceuticals	20	854	80.7	689	--
	Proprietary medicines	17	1,291	87.1	1,125	--
	Drug sundries (except soap)	23	1,691	77.5	1,310	--
	Amount not itemized	--	--	--	1,033	--
41	Soaps and toiletries	46	4,341	71.1	3,085	39.7
	Toilet articles	6	228	58.8	134	--
	Toilet preparations, except soaps	35	3,917	70.8	2,773	--
	Toilet soaps	5	66	9.1	6	--
	Other soaps	2	86	7.0	6	--
	Amount not itemized	--	--	--	166	--
42	Other chemicals	4	219	16.0	35	.5
	Service and other receipts	--	--	--	34	.4
	All other commodities	--	--	--	353	4.6
	DRY GOODS (FULL LINE) TRADE (Commodity coverage, 88.0%)	6			5,749	100.0
27	Clothing and furnishings, men's and boys'	5	5,664	18.4	1,041	18.1
	Hats and caps	3	261	10.3	27	--
	Furnishings (except shoes)	3	331	27.2	90	--
	Suits and overcoats	1	203	14.8	30	--
	Work clothing	2	193	10.4	20	--
	Amount not itemized	--	--	--	874	--

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity.

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CITIES OF SAN FRANCISCO AND LOS ANGELES, CALIFORNIA (COMBINED)

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)					
	DRY GOODS (FULL LINE) TRADE (continued)					
28	Clothing and accessories, women's and children's	6	$5,749	17.7	$1,017	17.7
	Girls' wear	1	60	1.7	1	--
	Infants' wear	2	193	1.0	2	--
	Dresses	3	331	6.3	21	--
	Hosiery	4	464	7.1	33	--
	Millinery	1	60	1.7	1	--
	Underwear, negligees, etc.	2	263	4.6	12	--
	Suits and coats (except fur)	2	288	8.7	25	--
	Other (except shoes and furs)	3	348	2.9	10	--
	Amount not itemized	--	--	--	912	--
30	Notions	3	5,345	6.4	341	5.9
31	Piece goods	6	5,749	48.8	2,803	48.8
	Cottons	5	549	22.2	122	--
	Linens	2	263	.4	1	--
	Rayons	3	396	3.5	14	--
	Silks and velvets	3	396	.3	1	--
	Domestics	5	549	8.0	44	--
	Curtains, draperies, upholsteries	4	481	5.2	25	--
	Other	1	60	3.3	2	--
	Amount not itemized	--	--	--	2,594	--
	All other commodities	--	--	--	547	9.5
	DRY GOODS (SPECIALTY LINES) TRADE (Commodity coverage, 97.3%)	141			21,948	100.0
27	Clothing and furnishings, men's and boys'	3	83	27.7	23	.1
28	Clothing and accessories, women's and children's	7	806	21.3	172	.8
30	Notions	43	2,822	77.0	2,174	9.9
31	Piece goods	99	19,512	96.2	18,773	85.5
	Cottons	36	6,340	46.3	2,933	--
	Jute fabrics	4	1,826	55.0	1,005	--
	Linens	21	3,581	31.7	1,136	--
	Rayons	21	4,333	38.2	1,657	--
	Silks and velvets	24	5,838	36.8	2,147	--
	Woolens and worsteds	37	6,362	78.1	4,971	--
	Domestics	6	2,349	28.1	659	--
	Curtains, draperies, upholsteries	10	2,668	45.9	1,225	--
	Other	5	828	10.0	83	--
	Amount not itemized	--	--	--	2,957	--
33	Yarns	3	574	27.9	160	.7
34	Textile products (except as listed)	7	837	36.3	304	1.4
	Service and other receipts	--	--	--	33	.2
	All other commodities	--	--	--	309	1.4
	ELECTRICAL GOODS TRADE (Commodity coverage, 99.2%)	149			41,088	100.0
36	Automotive parts and accessories	4	4,432	12.2	539	1.3
43	Wiring supplies and electrical construction materials	76	25,011	47.3	11,818	28.8
	Interior	39	18,274	29.2	5,330	--
	Outside	14	14,790	13.4	1,979	--
	Lighting fixtures	36	17,146	11.3	1,940	--
	Incandescent lamps	32	17,302	10.7	1,847	--
	Amount not itemized	--	--	--	722	--
44	Electrical apparatus and equipment	23	12,654	18.0	2,277	5.5
45	Radios, appliances, specialties	97	36,557	65.2	23,839	58.0
	Radios and accessories	57	28,458	31.8	9,059	--
	Electric refrigerators	29	25,425	33.4	8,496	--
	Other electrical appliances	57	29,340	21.4	6,284	--
51	Plumbing, heating, air-conditioning	5	4,191	14.4	604	1.5
	Service and other receipts	--	--	--	700	1.7
	All other commodities	--	--	--	1,311	3.2
	FARM PRODUCTS - RAW MATERIALS TRADE (Commodity coverage, 98.6%)	67			55,625	100.0
11	Groceries (except as listed)	3	2,236	4.7	104	.2
16	Other food and related products	3	4,346	7.1	308	.6
17	Cotton, raw	7	15,368	97.8	15,026	27.0
19	Grains	15	14,992	89.6	13,440	24.2
	Corn	4	7,893	6.7	525	--
	Wheat	6	10,485	26.7	2,802	--
	Other	13	14,418	69.8	10,059	--
	Amount not itemized	--	--	--	54	--
	FARM PRODUCTS - RAW MATERIALS TRADE (continued)					
20	Hides, skins, and raw furs	28	$10,546	97.1	$10,239	18.4
24	Tobacco, leaf	7	94	100.0	94	.2
25	Wool, raw	4	1,733	21.1	365	.6
26	Other farm products	9	7,164	55.8	3,995	7.2
39	Oils, animal and vegetable	4	4,867	8.7	422	.7
	Service and other receipts	--	--	--	137	.2
	All other receipts	--	--	--	11,495	20.7
	FARM PRODUCTS - CONSUMER GOODS TRADE (Commodity coverage, 93.4%)	531			91,931	100.0
2	Beer and other malt liquors	3	5,573	8.1	453	.5
3	Butter and cheese	30	24,692	35.0	8,653	9.4
4	Canned foods	7	844	11.4	96	.1
6	Confectionery and ice cream	6	2,819	3.7	103	.1
7	Dairy and poultry products (except butter and cheese)	83	34,320	73.0	25,066	27.3
	Eggs	59	29,175	35.1	10,249	--
	Milk and cream, fluid	15	10,813	86.0	9,295	--
	Poultry	28	14,596	34.4	5,020	--
	Other	4	11,322	4.4	498	--
	Amount not itemized	--	--	--	4	--
10	Fruits and vegetables	438	53,505	98.7	52,796	57.4
	Fresh fruits	272	42,388	62.8	26,619	--
	Fresh vegetables	297	41,396	56.6	23,446	--
	Amount not itemized	--	--	--	2,731	--
11	Groceries (except as listed)	15	15,493	11.8	1,833	2.0
12	Meats and meat products	5	4,240	20.3	859	.9
16	Other food and related products	4	3,181	11.4	363	.4
26	Other farm products	3	929	33.9	315	.4
	Service and other receipts	--	--	--	36	--
	All other commodities	--	--	--	1,358	1.5
	FARM SUPPLIES TRADE (Commodity coverage, 92.3%)	32			16,974	100.0
18	Feed	9	8,117	39.7	3,226	19.0
	Hay, straw and alfalfa	5	444	81.3	361	--
	Mixed and other	4	1,411	23.2	327	--
	Amount not itemized	--	--	--	2,538	--
19	Grains	6	10,034	22.0	2,207	13.0
	Other	5	7,872	14.2	1,121	--
	Amount not itemized	--	--	--	1,086	--
22	Seeds	18	3,456	66.6	2,300	13.6
26	Other farm products	3	2,101	16.7	350	2.1
39	Oils, animal and vegetable	3	8,576	12.8	1,098	6.5
42	Other chemicals	3	1,710	18.0	307	1.8
50	Hardware	3	6,917	7.6	527	3.1
90	Fertilizer and fertilizer materials	9	11,870	32.5	3,862	22.7
	Service and other receipts	--	--	--	277	1.6
	All other commodities	--	--	--	2,820	16.6
	FURNITURE AND HOUSE FURNISHINGS TRADE (Commodity coverage, 98.3%)	150			15,665	100.0
31	Piece goods	24	2,007	94.7	1,900	12.1
	Cottons	6	352	18.2	64	--
	Linens	3	395	67.6	267	--
	Rayons	1	26	15.4	4	--
	Domestics	14	1,385	88.0	1,219	--
	Curtains, draperies, upholsteries	7	486	68.3	332	--
	Other	1	35	40.0	14	--
34	Textile products (except as listed)	4	164	49.4	81	.5
45	Radios, appliances, specialties	5	475	5.3	25	.2
46	China, glassware, and crockery	20	1,256	70.9	890	5.7
47	Furniture, wooden and metal	40	7,287	25.4	1,850	11.8
	Household	35	7,048	22.6	1,596	--
	Office and store	6	406	26.1	106	--
	Amount not itemized	--	--	--	148	--
48	House furnishings	59	11,113	72.8	8,094	51.7
	Carpets and rugs	26	9,261	37.9	3,512	--
	Other floor coverings	9	8,435	26.6	2,242	--
	House furnishings (except as listed)	37	10,016	23.4	2,340	--
49	Musical instruments, accessories	12	735	94.6	695	4.4
51	Plumbing, heating, air-conditioning	3	298	44.0	131	.8
	Service and other receipts	--	--	--	41	.3
	All other commodities	--	--	--	1,958	12.5

(continued on next page)

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1/ The ratio which the particular item in column B bears to the corresponding item in column A.

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CITIES OF SAN FRANCISCO AND LOS ANGELES, CALIFORNIA (COMBINED)

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	GENERAL MERCHANDISE TRADE (Commodity coverage, 95.8%)	17			$30,318	100.0
4	Canned foods	8	$21,824	10.5	2,297	7.6
	Canned fruits	2	183	4.4	8	--
	Canned vegetables	2	183	1.1	2	--
	Canned fish and sea foods	6	15,162	3.4	517	--
	Canned meats	2	183	.5	1	--
	Canned milk	1	54	3.7	2	--
	Other	3	2,662	1.4	37	--
	Amount not itemized	--	--	--	1,730	--
5	Coffee	4	6,099	.5	32	.1
8	Fish and sea foods	3	12,493	2.2	277	.9
11	Groceries (except as listed)	7	12,020	7.2	933	3.1
15	Wines and liquors	3	8,547	.7	58	.2
27	Clothing and furnishings, men's and boys'	8	8,816	12.9	1,134	3.7
30	Notions	4	7,787	10.4	813	2.7
31	Piece goods	5	10,787	17.1	1,843	6.1
	Cottons	1	2,635	.2	4	--
	Jute fabrics	1	2,482	42.1	1,045	--
	Silks and woolens	1	2,635	--	1	--
	Domestics	1	430	4.9	21	--
	Amount not itemized	--	--	--	772	--
34	Textile products (except as listed)	3	13,578	3.7	503	1.7
37	Drugs and drug sundries	3	7,899	1.9	150	.5
38	Chemicals, industrial and heavy	3	12,497	.3	40	.1
39	Oils, animal and vegetable	6	20,891	7.4	1,549	5.1
41	Soaps and toiletries	5	8,645	11.4	985	3.2
45	Radios, appliances, specialties	3	6,779	4.4	297	1.0
46	China, glassware, and crockery	6	7,438	7.6	563	1.8
48	House furnishings	8	7,209	7.9	567	1.9
50	Hardware	5	6,863	7.4	509	1.7
51	Plumbing, heating, air-conditioning	4	17,703	.4	74	.2
52	Sporting goods	4	6,245	1.8	111	.4
53	Toys and games	7	8,444	9.2	778	2.6
57	Industrial machinery (non-electrical)	3	12,568	.5	57	.2
64	Iron and steel (except scrap)	4	8,523	2.5	214	.7
69	Nonferrous metals (except as listed)	4	8,945	1.1	95	.3
73	Coal and coke	3	15,716	1.1	178	.6
76	Petroleum and its products	4	12,551	55.1	6,920	22.8
	Crude oil	1	9,804	29.2	2,859	--
	Fuel and gas oils	2	12,439	32.5	4,046	--
	Lubricants, automotive	2	2,693	.6	15	--
80	Lumber	4	15,774	.7	117	.4
83	Stationery and supplies	3	5,694	6.8	388	1.3
	Service and other receipts	--	--	--	242	.8
	All other commodities	--	--	--	8,591	28.3
	GROCERIES (FULL LINE) TRADE (Commodity coverage, 52.8%)	26			34,852	100.0
1	Bakery products	10	7,970	4.2	335	1.0
2	Beer and other malt liquors	13	20,429	2.4	500	1.4
3	Butter and cheese	12	8,908	1.1	101	.3
4	Canned foods	26	34,852	39.7	13,843	39.7
	Canned fruits	18	17,124	11.0	1,878	--
	Canned vegetables	18	17,124	17.2	2,946	--
	Canned fish and sea foods	18	17,124	4.6	786	--
	Canned meats	18	17,124	3.0	522	--
	Canned milk	18	17,124	6.9	1,189	--
	Other	14	15,961	6.7	1,064	--
	Amount not itemized	--	--	--	5,458	--
5	Coffee	25	20,254	4.1	1,245	3.6
6	Confectionery and ice cream	19	26,257	1.9	486	1.4
7	Dairy and poultry products (except butter and cheese)	9	4,542	1.8	84	.2
8	Fish and sea foods	7	8,281	2.4	196	.6
9	Flour	26	34,852	5.9	2,066	5.9
11	Groceries (except as listed)	26	34,852	16.9	5,893	16.9
	Cereal preparations	12	20,274	3.0	609	--
	Extracts and spices	12	20,274	.8	155	--
	Lard substitutes and cooking fats	11	11,422	2.4	275	--
	Nuts (all kinds)	6	5,770	.4	23	--
	Butter substitutes	4	4,140	1.1	47	--
	Pickles, preserves and sauces	11	20,233	2.4	481	--
	Rice	12	20,274	.6	129	--
	Teas	12	11,872	5.1	600	--
	Other	4	11,491	3.6	416	--
	Amount not itemized	--	--	--	3,158	--

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	GROCERIES (FULL LINE) TRADE (continued)					
12	Meats and meat products	9	$2,191	5.8	$128	.4
13	Soft drinks	8	16,287	.9	144	.4
14	Sugar	26	34,852	9.4	3,279	9.4
15	Wines and liquors	11	21,880	3.8	838	2.4
16	Other food and related products	4	13,121	14.4	1,888	5.4
41	Soaps and toiletries	8	17,206	3.7	636	1.8
81	Paper goods (boxes, bags, cups, etc.)	4	7,137	3.4	244	.7
89	Tobacco products	5	18,951	12.5	2,375	6.8
	Cigars	3	5,884	.5	29	--
	Cigarettes	2	5,502	5.7	314	--
	Other tobacco products	3	5,756	.6	36	--
	Amount not itemized	--	--	--	1,996	--
	Service and other receipts	--	--	--	339	1.0
	All other commodities	--	--	--	232	.7
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 89.4%)	488			106,197	100.0
1	Bakery products	26	2,105	27.1	571	.5
2	Beer and other malt liquors	20	7,784	11.7	911	.9
3	Butter and cheese	23	6,616	16.2	1,074	1.0
4	Canned foods	92	24,895	29.3	7,285	6.9
	Canned fruits	40	7,298	18.8	1,370	--
	Canned vegetables	42	9,178	20.6	1,890	--
	Canned fish and sea foods	46	11,827	22.4	2,655	--
	Canned meats	32	10,746	3.2	346	--
	Canned milk	19	3,009	3.1	92	--
	Other	38	8,338	7.7	642	--
	Amount not itemized	--	--	--	290	--
5	Coffee	85	37,014	69.7	25,805	24.3
	Green	16	11,019	62.5	6,884	--
	Roasted	56	27,531	65.0	17,887	--
	Amount not itemized	--	--	--	1,034	--
6	Confectionery and ice cream	63	13,957	17.0	2,376	2.2
7	Dairy and poultry products (except butter and cheese)	25	4,762	9.9	471	.4
8	Fish and sea foods	93	16,834	42.1	7,093	6.7
	Fresh fish	40	6,865	58.5	4,014	--
	Cured and processed fish	29	7,970	13.4	1,071	--
	Frozen fish	11	3,742	17.7	662	--
	Other	29	5,040	11.8	596	--
	Amount not itemized	--	--	--	750	--
9	Flour	29	12,102	38.9	4,706	4.4
10	Fruits and vegetables	16	4,234	15.4	653	.6
11	Groceries (except as listed)	234	53,844	50.8	27,334	25.7
	Cereal preparations	13	777	22.4	174	--
	Extracts and spices	67	13,970	19.0	2,652	--
	Lard substitutes and cooking fats	28	7,580	13.5	1,026	--
	Nuts (all kinds)	40	6,512	24.7	1,611	--
	Butter substitutes	3	4,983	19.5	971	--
	Pickles, preserves and sauces	48	13,107	17.6	2,308	--
	Rice	66	15,371	32.5	4,990	--
	Teas	87	18,454	18.3	3,381	--
	Other	85	23,513	43.0	10,105	--
	Amount not itemized	--	--	--	116	--
12	Meats and meat products	106	19,215	80.7	15,501	14.6
	Lard	27	5,866	2.9	170	--
	Meats, fresh	67	14,673	86.9	12,753	--
	Meats, cured or smoked	53	8,954	14.7	1,317	--
	Other	9	1,535	82.1	1,261	--
13	Soft drinks	17	2,154	32.3	695	.7
14	Sugar	28	6,538	25.5	1,666	1.6
15	Wines and liquors	30	13,243	15.8	2,099	2.0
16	Other food and related products	34	2,614	37.8	987	.9
26	Other farm products	8	2,223	7.7	172	.2
31	Piece goods	6	2,849	6.9	197	.2
39	Oils, animal and vegetable	9	1,812	33.8	612	.6
41	Soaps and toiletries	19	3,029	7.9	240	.2
42	Other chemicals	7	3,463	18.2	630	.6
58	Office and store machines and equipment	5	1,027	13.0	133	.1
67	Scrap iron and steel	3	3,271	10.7	349	.3
82	Paper (printing, board, etc.)	4	3,143	27.5	865	.8
89	Tobacco products	15	3,781	15.2	574	.5
90	Fertilizer and fertilizer materials	4	1,649	16.2	266	.3
	Service and other receipts	--	--	--	116	.1
	All other commodities	--	--	--	2,816	2.7

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity.

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CITIES OF SAN FRANCISCO AND LOS ANGELES, CALIFORNIA (COMBINED)

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	HARDWARE TRADE (Commodity coverage, 83.7%)	49			$20,229	100.0
40	Paints and varnishes	5	$9,530	2.2	208	1.0
43	Wiring supplies and electrical construction materials	6	12,978	4.5	578	2.8
45	Radios, appliances, specialties	5	10,588	3.5	367	1.8
46	China, glassware, and crockery	5	9,790	2.4	238	1.2
48	House furnishings	4	9,522	4.7	444	2.2
50	Hardware	48	20,229	58.3	11,793	58.3
	Builders' hardware	20	15,722	11.1	1,748	--
	Heavy hardware	15	16,171	12.2	1,980	--
	Shelf or light hardware	17	15,358	19.6	3,010	--
	Tools and cutlery	20	15,674	9.1	1,428	--
	Wire screening	9	11,333	1.1	119	--
	Other	21	6,652	23.1	1,536	--
	Amount not itemized	--	--	--	1,972	--
51	Plumbing, heating, air-conditioning	9	13,514	6.7	912	4.5
52	Sporting goods	8	14,566	11.3	1,640	8.1
56	Industrial equipment and supplies (except electrical and railroad)	4	7,011	2.3	162	.8
64	Iron and steel (except scrap)	10	15,128	18.7	2,824	14.0
	Iron and steel pipe	5	12,861	2.6	332	--
	Seamless steel tubing	3	10,288	1.1	110	--
	Pig iron	1	3,441	5.0	172	--
	Steel sheet	4	14,051	6.0	847	--
	Structural iron and steel	3	9,084	5.7	520	--
	Wire fencing	5	10,586	.9	97	--
	Wire and wire rope or cable	4	9,690	3.3	321	--
	Other rolled iron and steel	3	3,708	9.2	341	--
	Amount not itemized	--	--	--	84	--
	Service and other receipts	--	--	--	16	.1
	All other commodities	--	--	--	1,047	5.2
	JEWELRY AND OPTICAL GOODS TRADE (Commodity coverage, 99.8%)	124			15,091	100.0
91	Jewelry, silverware, etc.	110	12,147	95.6	11,614	77.0
	Clocks and watches	21	4,200	46.2	1,941	--
	Jewelry	50	6,127	43.6	2,673	--
	Precious stones and metals	44	7,305	56.5	4,126	--
	Silverware and plated ware	7	3,865	36.3	1,404	--
	Amount not itemized	--	--	--	1,470	--
96	Optical goods	13	4,629	68.2	3,158	20.9
98	Second-hand merchandise	3	54	55.6	30	.2
	Service and other receipts	--	--	--	24	.2
	All other commodities	--	--	--	265	1.7
	LUMBER AND CONSTRUCTION MATERIALS TRADE (Commodity coverage, 91.9%)	112			27,638	100.0
50	Hardware	6	4,072	7.0	287	1.0
51	Plumbing, heating, air-conditioning	3	684	44.3	303	1.1
70	Brick, tile, and terra cotta	3	109	93.6	102	.4
72	Cement, lime, plaster, stucco	9	5,804	33.1	1,924	7.0
75	Glass (sheet and containers)	30	1,826	82.4	1,505	5.4
	Sheet glass	25	1,731	81.5	1,410	--
	Amount not itemized	--	--	--	95	--
79	Logs, ties, pulpwood	3	1,063	10.9	116	.4
80	Lumber	58	21,915	93.1	20,402	73.8
84	Woodwork and wood products	10	1,193	84.4	1,007	3.7
87	Building materials (except as listed)	20	7,081	19.3	1,370	5.0
	Service and other receipts	--	--	--	396	1.4
	All other commodities	--	--	--	226	.8
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 91.7%)	392			57,344	100.0
31	Piece goods	19	2,640	47.3	1,250	2.2
34	Textile products (except as listed)	4	535	37.9	203	.4
36	Automotive parts and accessories	3	150	40.0	60	.1
38	Chemicals, industrial and heavy	3	1,460	33.0	482	.8
40	Paints and varnishes	10	6,846	3.2	217	.4
41	Soaps and toiletries	18	2,241	32.0	717	1.3
42	Other chemicals	21	3,092	34.3	1,061	1.8
43	Wiring supplies and electrical construction materials	6	1,002	23.6	236	.4
45	Radios, appliances, specialties	3	1,175	29.2	343	.6
46	China, glassware, and crockery	5	771	21.8	168	.3

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (continued)					
47	Furniture, wooden and metal	3	$285	43.5	$124	.2
50	Hardware	27	5,364	29.8	1,598	2.8
51	Plumbing, heating, air-conditioning	22	11,240	13.2	1,484	2.6
54	Barber and beauty-parlor equipment	21	2,746	91.7	2,517	4.4
55	Farm machinery and garden equipment	16	2,768	92.5	2,560	4.5
56	Industrial equipment and supplies (except electrical and railroad)	114	21,136	50.3	10,630	18.5
	Belting, mechanical rubber goods, etc.	22	3,727	24.9	929	--
	Power transmission equipment	14	1,752	16.7	292	--
	Materials-handling equipment	8	985	28.2	278	--
	Metal-working tools	20	6,982	18.9	1,318	--
	Rope, cordage, and twine	11	3,332	26.7	889	--
	Other	73	15,133	42.6	6,442	--
	Amount not itemized	--	--	--	482	--
57	Industrial machinery (non-electrical)	99	19,316	76.6	14,801	25.8
	Construction machinery	13	3,517	64.6	2,271	--
	Machine tools (power driven)	15	3,884	30.6	1,190	--
	Mine, quarry, pump machinery	21	3,485	38.9	1,355	--
	Oil well and refining machinery	23	10,076	75.9	7,645	--
	Power plant machinery (except electrical)	5	492	37.4	184	--
	Other	40	4,216	45.7	1,925	--
	Amount not itemized	--	--	--	231	--
58	Office and store machines and equipment	56	5,222	87.0	4,541	7.9
	Office machines and equipment	17	1,145	82.1	940	--
	Store fixtures and equipment	35	3,727	84.3	3,143	--
	Amount not itemized	--	--	--	458	--
59	Railroad equipment and supplies	6	1,128	71.8	810	1.4
60	Surgical, dental, hospital equipment	30	4,102	95.1	3,899	6.8
63	Copper	4	5,531	21.4	1,183	2.1
64	Iron and steel (except scrap)	23	10,158	35.2	3,579	6.2
	Iron and steel pipe	11	7,591	20.1	1,523	--
	Seamless steel tubing	4	5,521	6.2	341	--
	Steel sheet	2	798	1.6	13	--
	Structural iron and steel	1	4,115	10.2	419	--
	Wire and wire rope or cable	13	4,266	8.2	349	--
	Other rolled iron and steel	4	4,755	19.1	906	--
	Amount not itemized	--	--	--	28	--
65	Lead (metallic) and zinc	3	4,801	1.5	72	.1
75	Glass (sheet and containers)	12	1,422	88.3	1,255	2.2
81	Paper goods (boxes, bags, cups, etc.)	7	910	16.3	148	.3
84	Woodwork and wood products	4	683	62.4	426	.7
88	Cameras and supplies	5	770	77.7	598	1.0
96	Optical goods	3	519	23.1	120	.2
	Service and other receipts	--	--	--	896	1.6
	All other commodities	--	--	--	1,366	2.4
	METALS AND METAL WORK (EXCEPT SCRAP) TRADE (Commodity coverage, 88.7%)	49			8,695	100.0
50	Hardware	9	1,267	20.2	256	3.0
51	Plumbing, heating, air-conditioning	4	1,108	34.1	378	4.4
56	Industrial equipment and supplies (except electrical and railroad)	3	663	15.8	105	1.2
62	Building metal work	6	591	7.8	46	.5
63	Copper	4	839	9.5	80	.9
64	Iron and steel (except scrap)	40	8,567	88.8	7,609	87.5
	Iron and steel pipe	8	1,537	40.3	620	--
	Seamless steel tubing	3	1,096	15.5	170	--
	Pig iron	1	231	57.1	132	--
	Steel sheet	11	3,307	42.9	1,420	--
	Structural iron and steel	9	2,309	34.2	789	--
	Wire fencing	7	1,967	16.3	320	--
	Wire and wire rope or cable	10	2,662	23.2	617	--
	Other rolled iron and steel	15	3,627	24.7	895	--
	Amount not itemized	--	--	--	2,646	--
	Service and other receipts	--	--	--	47	.5
	All other commodities	--	--	--	174	2.0
	PAPER AND ITS PRODUCTS TRADE (Commodity coverage, 98.9%)	83			15,176	100.0
40	Paints and varnishes	4	452	15.3	69	.5
50	Hardware	5	700	15.6	109	.7
56	Industrial equipment and supplies (except electrical and railroad)	9	5,277	6.2	327	2.1
81	Paper goods (boxes, bags, cups, etc)	36	9,473	57.5	5,450	35.9

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity.

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CITIES OF SAN FRANCISCO AND LOS ANGELES, CALIFORNIA (COMBINED)

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

FULL-SERVICE AND LIMITED-FUNCTION WHOLESALERS (Continued)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	PAPER AND ITS PRODUCTS TRADE (continued)					
82	Paper (printing, board, etc.)	35	$8,476	77.5	$6,570	43.3
	Cardboard and paper board	12	5,142	13.2	678	--
	Uncoated book, newsprint	14	5,681	64.2	3,646	--
	Wall paper	7	505	61.0	308	--
	Amount not itemized	--	--	--	1,938	--
83	Stationery and supplies	26	4,117	56.0	2,304	15.2
	Service and other receipts	--	--	--	20	.1
	All other commodities	--	--	--	327	2.2
	PETROLEUM AND ITS PRODUCTS TRADE (Commodity coverage, 96.6%)	21			3,927	100.0
7	Petroleum and its products	21	3,927	99.0	3,888	99.0
	Crude oil	1	6	100.0	6	--
	Gasoline and napthas	4	771	36.2	279	--
	Fuel and gas oils	1	230	30.0	69	--
	Kerosene	4	764	47.6	364	--
	Lubricants, automotive	10	2,532	72.1	1,825	--
	Lubricants (except automotive)	2	261	14.9	39	--
	Other petroleum products	4	524	88.5	464	--
	Amount not itemized	--	--	--	342	--
	Service and other receipts	--	--	--	15	.4
	All other commodities	--	--	--	24	.6
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 97.1%)	63			9,032	100.0
43	Wiring supplies and electrical construction materials	4	1,026	26.7	274	3.0
45	Radios, appliances, specialties	4	1,451	5.2	75	.8
51	Plumbing, heating, air-conditioning	63	9,032	81.1	7,320	81.1
	Air-conditioning equipment	7	739	9.5	70	--
	Gas appliances and supplies	20	3,732	25.4	948	--
	Oil burners	2	328	7.3	24	--
	Fittings, valves, brass goods	53	5,912	48.4	2,864	--
	Plumbing fixtures	24	4,987	52.0	2,593	--
	Stoves, ranges, furnaces (except gas and electric)	11	2,008	14.6	294	--
	Amount not itemized	--	--	--	527	--
56	Industrial equipment and supplies (except electrical and railroad)	3	668	1.3	8	.1
63	Copper	3	1,394	2.2	30	.3
64	Iron and steel (except scrap)	15	3,363	33.8	1,138	12.6
	Iron and steel pipe	14	3,307	28.0	925	--
	Steel sheet	3	1,394	15.3	213	--
	Lead (metallic) and zinc	3	631	2.2	14	.2
	Service and other receipts	--	--	--	120	1.3
	All other commodities	--	--	--	52	.6
	TOBACCO AND ITS PRODUCTS (EXCEPT LEAF) TRADE (Commodity coverage, 99.1%)	42			49,487	100.0
2	Beer and other malt liquors	11	10,366	2.3	239	.5
50	Confectionery and ice cream	31	17,531	14.4	2,532	5.1
	Candy	28	16,289	11.1	1,801	--
	Chewing gum	21	13,940	2.8	389	--
	Other	1	42	2.4	1	--
	Amount not itemized	--	--	--	341	--
13	Soft drinks	10	10,458	.2	26	.1
15	Wines and liquors	12	9,652	16.2	1,561	3.2
89	Tobacco products	42	49,487	90.9	45,005	90.9
	Cigars	39	49,325	8.1	3,977	--
	Cigarettes	35	49,194	70.4	34,630	--
	Other tobacco products	33	47,695	13.1	6,261	--
	Amount not itemized	--	--	--	137	--
	Service and other receipts	--	--	--	2	--
	All other commodities	--	--	--	122	.2
	WASTE MATERIAL TRADE (Commodity coverage, 99%)	87			10,044	100.0
67	Scrap iron and steel	41	5,987	37.6	2,254	22.5
69	Nonferrous metals (except as listed)	4	555	48.1	315	3.1
91	Jewelry, silverware, etc.	8	493	100.0	493	4.9
92	Junk and scrap (except iron)	50	7,089	81.2	5,758	57.3
98	Second-hand merchandise	3	17	100.0	17	.2
	Service and other receipts	--	--	--	8	.1
	All other commodities	--	--	--	1,199	11.9
	ALL OTHER TRADES (Commodity coverage, 99.2%)	382			19,180	100.0
26	Other farm products	241	$2,435	100.0	2,435	12.7
28	Clothing and accessories, women's and children's	4	158	86.1	136	.7
33	Yarns	5	513	98.2	504	2.6
34	Textile products (except as listed)	23	4,664	96.2	4,487	23.4
39	Oils, animal and vegetable	4	292	57.5	168	.9
78	Books, magazines, sheet music, etc.	22	4,902	96.8	4,745	24.7
83	Stationery and supplies	3	156	12.8	20	.1
84	Woodwork and wood products	29	2,649	88.3	2,340	12.2
93	Leather and cut stock	22	2,319	63.7	1,478	7.7
94	Luggage, harness, etc.	6	125	53.6	67	.4
98	Second-hand merchandise	5	102	96.1	98	.5
	Service and other receipts	--	--	--	145	.8
	All other commodities	--	--	--	2,557	13.3

MANUFACTURERS' SALES BRANCHES (WITH STOCKS)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	AMUSEMENT AND SPORTING GOODS TRADE (Commodity coverage, 100.0%)	21			10,406	100.0
32	Shoes and other footwear	3	985	1.8	18	.2
52	Sporting goods	9	2,114	91.3	1,931	18.6
53	Toys and games	3	747	13.0	97	.9
88	Cameras and supplies	5	5,146	99.1	5,101	49.0
95	Motion picture film rentals	6	3,050	98.6	3,007	28.9
	All other commodities	--	--	--	252	2.4
	AUTOMOTIVE TRADE (Commodity coverage, 99.9%)	51			55,595	100.0
35	Automobiles and motor vehicles	16	36,239	78.0	28,281	50.9
	Automobiles, passenger	3	25,659	74.3	19,071	--
	Commercial vehicles	9	22,698	28.7	6,517	--
	Tractors	2	3,156	53.9	1,701	--
	Amount not itemized	--	--	--	992	--
36	Automotive parts and accessories	47	51,834	37.2	19,262	34.6
	Batteries	13	30,632	2.0	599	--
	Tires and tubes	67	18,086	77.0	13,930	--
	Other equipment	34	49,742	8.3	4,128	--
	Amount not itemized	--	--	--	605	--
56	Industrial equipment and supplies (except electrical and railroad)	8	12,889	11.3	1,460	2.6
93	Leather and cut stock	3	3,191	6.3	202	.4
	Service and other receipts	--	--	--	3,010	5.4
	All other commodities	--	--	--	3,380	6.1
	BEER, WINES AND LIQUORS TRADE (Commodity coverage, 94.4%)	36			28,611	100.0
2	Beer and other malt liquors	11	6,688	92.6	6,195	21.6
13	Soft drinks	6	8,125	3.0	245	.9
15	Wines and liquors	25	21,923	99.4	21,794	76.2
	Liquors	17	20,953	93.0	19,496	--
	Wines	10	2,453	93.7	2,298	--
	Service and other receipts	--	--	--	7	--
	All other commodities	--	--	--	370	1.3
	CHEMICALS AND PAINTS TRADE (Commodity coverage, 98.8%)	36			14,520	100.0
38	Chemicals, industrial and heavy	4	1,900	49.5	941	6.5
39	Oils, animal and vegetable	9	6,987	5.2	361	2.5
40	Paints and varnishes	24	9,693	66.1	6,405	44.1
42	Other chemicals	17	7,972	70.1	5,589	38.5
50	Hardware	9	5,727	3.0	169	1.2
52	Sporting goods	3	2,060	8.2	168	1.1
82	Paper (printing, board, etc.)	8	4,991	.8	41	.3
87	Building materials (except as listed)	4	3,400	1.1	37	.3
	Service and other receipts	--	--	--	66	.4
	All other commodities	--	--	--	743	5.1
	CLOTHING AND FURNISHINGS TRADE (Commodity coverage, 99.2%)	50			17,705	100.0
27	Clothing and furnishings, men's and boys'	30	11,067	91.4	10,112	57.1
	Furnishings (except shoes)	22	8,525	85.8	7,315	--
	Suits and overcoats	4	714	100.0	714	--
	Work clothing	6	2,433	85.6	2,083	--

(continued on next page)

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CITIES OF SAN FRANCISCO AND LOS ANGELES, CALIFORNIA (COMBINED)

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	MANUFACTURERS' SALES BRANCHES (WITH STOCKS) (Continued)					
	CLOTHING AND FURNISHINGS TRADE (continued)					
28	Clothing and accessories, women's and children's	19	$6,418	96.0	$6,159	34.8
	Girls' wear	3	408	30.6	125	--
	Infants' wear	2	167	33.5	56	--
	Dresses	2	92	96.7	89	--
	Hosiery	8	4,394	77.0	3,382	--
	Underwear, negligees, etc.	9	2,716	62.7	1,703	--
	Suits and coats (except fur)	1	4	75.0	3	--
	Other (except shoes and furs)	4	2,354	5.7	135	--
	Amount not itemized	--	--	--	666	--
32	Shoes and other footwear	4	1,333	92.7	1,236	7.0
	Men's and boys' leather	2	884	92.3	816	--
	Infants'	1	466	14.6	68	--
	Amount not itemized	--	--	--	352	--
	All other commodities	--	--	--	198	1.1
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADE (Commodity coverage, 93.9%)	25			7,525	100.0
37	Drugs and drug sundries	19	6,572	99.2	6,519	86.6
	Drugs, chemicals, pharmaceuticals	9	3,734	98.2	3,668	--
	Proprietary medicines	7	1,639	99.7	1,634	--
	Drug sundries (except soap)	3	327	95.7	313	--
	Amount not itemized	--	--	--	904	--
41	Soaps and toiletries	7	2,104	45.9	966	12.8
	Toilet preparations, except soaps	7	2,104	45.5	957	--
	Other soaps	1	1,151	.8	9	--
	All other commodities	--	--	--	40	.6
	DRY GOODS (SPECIALTY LINES) TRADE (Commodity coverage, 99.6%)	30			8,104	100.0
30	Notions	8	2,263	88.6	2,006	24.8
31	Piece goods	20	5,521	93.5	5,160	63.6
	Cottons	8	2,690	66.4	1,787	--
	Rayons	11	1,973	49.6	978	--
	Silks and velvets	11	2,336	54.9	1,282	--
	Curtains, draperies, upholsteries	1	382	100.0	382	--
	Amount not itemized	--	--	--	731	--
33	Yarns	3	1,692	14.7	249	3.1
78	Books, magazines, sheet music, etc.	1	171	12.3	21	.3
81	Paper goods (boxes, bags, cups, etc.)	2	320	93.4	299	3.7
	Service and other receipts	--	--	--	29	.3
	All other commodities	--	--	--	340	4.2
	ELECTRICAL GOODS TRADE (Commodity coverage, 98.9%)	34			18,228	100.0
36	Automotive parts and accessories	5	969	38.1	369	2.0
43	Wiring supplies and electrical construction materials	11	9,951	39.2	3,897	21.4
	Interior	3	1,118	87.6	979	--
	Outside	2	221	71.5	158	--
	Lighting fixtures	3	5,716	1.2	66	--
	Incandescent lamps	3	2,896	93.0	2,694	--
44	Electrical apparatus and equipment	17	13,451	79.1	10,638	58.4
45	Radios, appliances, specialties	14	6,921	43.4	3,001	16.5
	Radios and accessories	1	225	51.6	116	--
	Electric refrigerators	3	5,727	27.1	1,553	--
	Other electrical appliances	12	6,671	20.0	1,332	--
51	Plumbing, heating, air-conditioning	3	5,787	1.9	112	.6
	Service and other receipts	--	--	--	76	.4
	All other commodities	--	--	--	135	.7
	FURNITURE AND HOUSE FURNISHINGS TRADE (Commodity coverage, 100.0%)	18			4,608	100.0
34	Textile products (except as listed)	3	1,623	2.6	42	.9
47	Furniture, wooden and metal	10	2,481	99.8	2,477	53.8
	Household	7	2,164	99.8	2,160	--
	Office and store	3	317	100.0	317	--
48	House furnishings	7	2,104	97.4	2,050	44.5
	Carpets and rugs	4	1,842	98.8	1,819	--
	House furnishings (except as listed)	3	262	88.2	231	--
	All other commodities	--	--	--	39	.8
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 90.3%)	71			$151,619	100.0
1	Bakery products	5	$3,468	86.4	2,997	2.0
3	Butter and cheese	5	11,852	26.2	3,111	2.0
4	Canned foods	20	38,655	59.1	22,854	15.1
	Canned fruits	7	12,200	34.7	4,236	--
	Canned vegetables	5	11,616	22.8	2,651	--
	Canned fish and sea foods	7	20,064	39.6	7,951	--
	Canned meats	7	17,191	11.3	1,951	--
	Canned milk	6	13,610	22.9	3,116	--
	Other	7	14,484	8.9	1,291	--
	Amount not itemized	--	--	--	1,658	--
5	Coffee	9	16,316	40.0	6,531	4.3
6	Confectionery and ice cream	12	7,176	54.8	3,934	2.6
7	Dairy and poultry products (except butter and cheese)	4	10,520	21.1	2,216	1.5
9	Flour	7	15,587	53.3	8,303	5.5
11	Groceries (except as listed)	36	56,715	42.2	23,929	15.8
	Cereal preparations	12	19,841	25.7	5,103	--
	Extracts and spices	3	628	22.8	143	--
	Lard substitutes and cooking fats	8	20,455	39.3	8,033	--
	Nuts (all kinds)	3	5,415	5.3	289	--
	Butter substitutes	3	9,503	3.4	326	--
	Pickles, preserves and sauces	5	9,195	33.2	3,049	--
	Teas	4	6,876	.8	55	--
	Other	15	19,852	34.9	6,931	--
12	Meats and meat products	6	12,031	100.0	12,031	7.9
	Lard	4	10,520	4.0	422	--
	Meats, fresh	5	11,852	41.1	4,877	--
	Meats, cured or smoked	5	11,852	54.9	6,510	--
	Other	3	9,503	12.4	222	--
18	Feed	4	10,071	15.6	1,570	1.0
39	Oils, animal and vegetable	5	16,320	4.6	744	.5
41	Soaps and toiletries	10	20,245	31.6	6,398	4.2
	Toilet soaps	7	16,016	8.7	1,386	--
	Other soaps	10	20,245	24.8	5,012	--
	Service and other receipts	--	--	--	890	.6
	All other commodities	--	--	--	56,111	37.0
	HARDWARE TRADE (Commodity coverage, 100.0%)	8			775	100.0
50	Hardware	8	775	97.8	758	97.8
	Builders' hardware	2	34	100.0	34	--
	Shelf or light hardware	3	560	60.5	339	--
	Tools and cutlery	2	416	52.6	219	--
	Other	1	117	100.0	117	--
	Amount not itemized	--	--	--	49	--
	All other commodities	--	--	--	17	2.2
	JEWELRY AND OPTICAL GOODS TRADE (Commodity coverage, 100.0%)	14			3,134	100.0
91	Jewelry, silverware, etc.	7	1,967	98.9	1,946	62.1
	Clocks and watches	1	15	100.0	15	--
	Silverware and plated ware	6	1,952	98.9	1,931	--
96	Optical goods	7	1,167	100.0	1,167	37.2
	All other commodities	--	--	--	21	.7
	LUMBER AND CONSTRUCTION MATERIALS TRADE (Commodity coverage, 76.8%)	21			4,398	100.0
70	Brick, tile and terra cotta	9	839	100.0	839	19.1
72	Cement, lime, plaster, stucco	3	363	100.0	363	8.2
87	Building materials (except as listed)	6	2,665	73.4	1,955	44.5
	All other commodities	--	--	--	1,241	28.2
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 92.9%)	183			31,422	100.0
31	Piece goods	4	532	50.8	270	.8
37	Drugs and drug sundries	3	139	83.5	116	.4
40	Paints and varnishes	4	1,550	2.1	32	.1
41	Soaps and toiletries	7	1,345	17.4	234	.7
42	Other chemicals	8	648	53.1	344	1.1
44	Electrical apparatus and equipment	5	2,315	11.0	255	.8

(continued on next page)

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CITIES OF SAN FRANCISCO AND LOS ANGELES, CALIFORNIA (COMBINED)

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	MANUFACTURERS' SALES BRANCHES (WITH STOCKS)(Continued)					
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (continued)					
45	Radios, appliances, specialties	3	$1,501	5.0	$75	.2
50	Hardware	4	390	40.0	156	.5
55	Farm machinery and garden equipment	9	4,219	62.5	2,635	8.4
56	Industrial equipment and supplies (except electrical and railroad)	60	8,777	82.7	7,255	23.1
	Belting, mechanical rubber goods, etc.	7	1,288	100.0	1,288	--
	Power transmission equipment	11	1,245	98.9	1,231	--
	Materials-handling equipment	3	140	24.3	34	--
	Metal-working tools	5	743	86.5	643	--
	Rope, cordage, and twine	1	351	8.0	28	--
	Other	33	3,792	75.5	2,864	--
	Amount not itemized	--	--	--	1,167	--
57	Industrial machinery (non-electrical)	46	9,823	79.6	7,823	24.9
	Construction machinery	7	1,226	95.0	1,165	--
	Machine tools (power driven)	2	122	100.0	122	--
	Mine, quarry, pump machinery	5	3,609	63.9	2,306	--
	Oil well and refining machinery	5	868	79.1	687	--
	Power plant machinery (except electrical)	4	1,638	29.7	487	--
	Textile machinery	2	152	71.1	108	--
	Other	25	3,887	75.8	2,948	--
58	Office and store machines and equipment	41	8,422	67.8	5,707	18.2
	Office machines and equipment	29	5,507	76.0	4,186	--
	Store fixtures and equipment	11	2,704	48.6	1,313	--
	Amount not itemized	--	--	--	208	--
60	Surgical, dental, hospital equipment	14	2,007	98.3	1,972	6.3
64	Iron and steel (except scrap)	4	523	47.2	247	.8
	Service and other receipts	--	--	--	1,629	5.2
	All other commodities	--	--	--	2,672	8.5
	METALS AND METAL WORK (EXCEPT SCRAP) TRADE (Commodity coverage, 99.4%)	28			36,000	100.0
50	Hardware	3	936	9.3	87	.2
63	Copper	5	27,748	6.6	1,832	5.1
64	Iron and steel (except scrap)	21	30,884	99.0	30,566	84.9
	Iron and steel pipe	3	24,569	12.4	3,040	--
	Seamless steel tubing	4	31,230	3.6	1,130	--
	Pig iron	2	24,160	1.0	234	--
	Rough castings and forgings	2	24,160	4.0	957	--
	Steel sheet	3	25,289	2.9	733	--
	Structural iron and steel	6	25,159	57.0	14,345	--
	Wire fencing	8	26,002	2.7	711	--
	Wire and wire rope or cable	6	26,123	8.6	2,259	--
	Other rolled iron and steel	10	26,327	19.0	5,014	--
	Amount not itemized	--	--	--	2,143	--
69	Nonferrous metals (except as listed)	5	2,630	69.2	1,821	5.1
	All other commodities	--	--	--	1,694	4.7
	PAPER AND ITS PRODUCTS TRADE (Commodity coverage, 100.0%)	27			13,900	100.0
81	Paper goods (boxes, bags, cups, etc.)	11	9,922	51.3	5,092	36.6
82	Paper (printing, board, etc.)	7	11,082	60.6	6,711	48.3
	Uncoated book, newsprint	4	8,709	49.8	4,336	--
	Amount not itemized	--	--	--	2,375	--
83	Stationery and supplies	13	8,684	15.3	1,328	9.6
	Service and other receipts	--	--	--	86	.6
	All other commodities	--	--	--	683	4.9
	PETROLEUM AND ITS PRODUCTS TRADE (Commodity coverage, 100.0%)	4			1,865	100.0
76	Petroleum and its products	4	1,865	100.0	1,865	100.0
	Lubricants, automotive	2	1,600	83.8	1,340	--
	Lubricants (except automotive)	2	1,600	16.3	260	--
	Other petroleum products	2	265	100.0	265	--

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 100.0%)	23			$7,133	100.0
51	Plumbing, heating, air-conditioning	23	$7,133	71.5	5,100	71.5
	Air-conditioning equipment	3	150	12.0	18	--
	Gas appliances and supplies	5	2,453	33.6	824	--
	Oil burners	1	12	100.0	12	--
	Fittings, valves, brass goods	8	4,833	37.3	1,804	--
	Plumbing fixtures	10	4,918	34.4	1,694	--
	Stoves, ranges, furnaces (except gas and electric)	6	984	76.0	748	--
64	Iron and steel (except scrap)	3	3,826	46.3	1,770	24.8
	Iron and steel pipe	3	3,826	46.1	1,764	--
	Seamless steel tubing	1	1,575	.4	6	--
	All other commodities	--	--	--	263	3.7
	TOBACCO AND ITS PRODUCTS (EXCEPT LEAF) TRADE (Commodity coverage, 100.0%)	6			40,021	100.0
89	Tobacco products	6	40,021	99.8	39,944	99.8
	Cigars	4	24,643	13.4	3,290	--
	Cigarettes	3	36,734	86.2	31,654	--
	Other tobacco products	3	36,734	13.6	5,000	--
	All other commodities	--	--	--	77	.2
	ALL OTHER TRADES (Commodity coverage, 89.4%)	29			6,945	100.0
39	Oils, animal and vegetable	3	244	100.0	244	3.5
78	Books, magazines, sheet music, etc.	6	1,928	88.9	1,714	24.7
84	Woodwork and wood products	5	4,008	99.7	3,996	57.5
93	Leather and cut stock	3	156	26.9	42	.6
94	Luggage, harness, etc.	3	182	44.5	81	1.2
	Service and other receipts	--	--	--	15	.2
	All other commodities	--	--	--	853	12.3
	MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS)					
	AMUSEMENT AND SPORTING GOODS TRADE (Commodity coverage, 100.0%)	8			7,105	100.0
95	Motion picture film rentals	8	7,105	99.1	7,042	99.1
	All other commodities	--	--	--	63	.9
	BEER, WINES AND LIQUORS TRADE (Commodity coverage, 85.7%)	3			2,961	100.0
15	Wines and liquors	3	2,961	100.0	2,961	100.0
	Liquors	3	2,961	100.0	2,961	--
	CHEMICALS AND PAINTS TRADE (Commodity coverage, 85.0%)	11			7,512	100.0
38	Chemicals, industrial and heavy	3	2,837	83.9	2,379	31.7
42	Other chemicals	9	7,438	68.9	5,125	68.2
	All other commodities	--	--	--	8	.1
	CLOTHING AND FURNISHINGS TRADE (Commodity coverage, 100.0%)	11			1,974	100.0
27	Clothing and furnishings, men's and boys'	7	887	64.4	571	28.9
	Hats and caps	2	325	2.2	7	--
	Furnishings (except shoes)	2	377	100.0	377	--
	Suits and overcoats	2	140	100.0	140	--
	Work clothing	1	45	100.0	45	--
	Amount not itemized	--	--	--	2	--
28	Clothing and accessories, women's and children's	6	1,412	99.4	1,403	71.1
	Girls' wear	2	325	26.2	85	--
	Infants' wear	2	325	53.8	175	--
	Dresses	1	21	100.0	21	--
	Hosiery	1	875	100.0	875	--
	Underwear, negligees, etc.	1	58	100.0	58	--
	Other	2	325	17.8	58	--
	Amount not itemized	--	--	--	121	--
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADE (Commodity coverage, 100.0%)	5			452	100.0
41	Soaps and toiletries	5	452	100.0	452	100.0
	Toilet articles	1	3	66.7	2	--
	Toilet preparations (except soaps)	4	380	99.5	378	--
	Amount not itemized	--	--	--	72	--

(continued on next page)

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CITIES OF SAN FRANCISCO AND LOS ANGELES, CALIFORNIA (COMBINED)

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	MANUFACTURERS' SALES OFFICES (WITHOUT STOCKS) (Continued)					
	DRY GOODS (SPECIALTY LINES) TRADE (Commodity coverage, 100.0%)	14			$2,369	100.0
31	Piece goods	11	$2,197	100.0	2,197	92.7
	Cottons	4	1,643	88.8	1,459	--
	Linens	2	377	2.1	8	--
	Rayons	3	442	55.0	243	--
	Silks and velvets	2	250	100.0	250	--
	Woolens and worsteds	1	36	100.0	36	--
	Curtains, draperies, upholsteries	2	106	100.0	106	--
	Amount not itemized	--	--	--	95	--
	All other commodities	--	--	--	172	7.3
	ELECTRICAL GOODS TRADE (Commodity coverage, 100.0%)	13			2,537	100.0
43	Wiring supplies and electrical construction materials	6	1,524	83.3	1,270	50.1
	Interior	4	1,136	84.6	961	--
	Lighting fixtures	1	120	33.3	40	--
	Amount not itemized	--	--	--	269	--
44	Electrical apparatus and equipment	6	650	77.7	505	19.9
	All other commodities	--	--	--	762	30.0
	FURNITURE AND HOUSE FURNISHINGS TRADE (Commodity coverage, 100.0%)	13			3,899	100.0
47	Furniture, wooden and metal	5	302	100.0	302	7.7
	Household	3	222	100.0	222	--
	Office and store	2	80	100.0	80	--
48	House furnishings	6	3,503	100.0	3,503	89.9
	Carpets and rugs	4	2,265	100.0	2,265	--
	Other floor coverings	1	1,128	100.0	1,128	--
	House furnishings (except as listed)	1	110	100.0	110	--
	All other commodities	--	--	--	94	2.4
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 100.0%)	11			32,662	100.0
11	Groceries (except as listed)	6	28,225	8.3	2,330	7.1
	Cereal preparations	1	783	100.0	783	--
	Other	4	26,713	3.1	817	--
	Amount not itemized	--	--	--	730	--
	All other commodities	--	--	--	30,332	92.9
	JEWELRY AND OPTICAL GOODS TRADE (Commodity coverage, 100.0%)	7			292	100.0
91	Jewelry, silverware, etc.	7	292	100.0	292	100.0
	Clocks and watches	1	18	100.0	18	--
	Jewelry	3	123	100.0	123	--
	Silverware and plated ware	1	55	100.0	55	--
	Amount not itemized	--	--	--	96	--
	LUMBER AND CONSTRUCTION MATERIALS TRADE (Commodity coverage, 98.5%)	18			8,226	100.0
72	Cement, lime, plaster, stucco	4	1,257	40.3	507	6.2
87	Building materials (except as listed)	6	3,909	99.0	3,869	47.0
	Service and other receipts	--	--	--	40	.5
	All other commodities	--	--	--	3,810	46.3
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 81.3%)	42			41,599	100.0
56	Industrial equipment and supplies (except electrical and railroad)	8	28,057	100.0	28,057	67.4
	Belting, mechanical rubber goods, etc.	1	50	12.0	6	--
	Power transmission equipment	2	186	14.0	26	--
	Other	7	28,025	100.0	28,025	--
57	Industrial machinery (non-electrical)	20	2,884	97.1	2,800	6.7
	Construction machinery	3	466	100.0	466	--
	Mine, quarry, pump machinery	2	148	47.3	70	--
	Oil well and refining machinery	1	170	100.0	170	--
	Power plant machinery (except electrical)	6	833	84.6	705	--
	Other	9	1,114	86.4	962	--
	Amount not itemized	--	--	--	427	--
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (continued)					
58	Office and store machines and equipment	4	$228	100.0	$228	.6
59	Railroad equipment and supplies	3	287	100.0	287	.7
	Service and other receipts	--	--	--	9	--
	All other commodities	--	--	--	10,218	24.6
	METALS AND METAL WORK (EXCEPT SCRAP) TRADE (Commodity coverage, 90.4%)	17			26,591	100.0
64	Iron and steel (except scrap)	12	22,762	97.5	22,202	83.5
	Iron and steel pipe	5	6,797	57.2	3,889	--
	Seamless steel tubing	2	2,524	58.4	1,473	--
	Steel sheet	2	2,524	1.5	38	--
	Structural iron and steel	3	5,519	4.5	250	--
	Wire and wire rope or cable	[illegible]	2,524	.4	10	--
	Other rolled iron and steel	3	5,519	10.4	576	--
	Amount not itemized	--	--	--	15,966	--
69	Nonferrous metals (except as listed)	3	1,541	100.0	1,541	5.8
	All other commodities	--	--	--	2,848	10.7
	PAPER AND ITS PRODUCTS TRADE (Commodity coverage, 98.3%)	21			18,923	100.0
81	Paper goods (boxes, bags, cups, etc.)	12	15,330	30.1	4,618	24.4
82	Paper (printing, board, etc.)	4	13,370	98.3	13,141	69.5
	Uncoated book, newsprint	3	13,128	98.3	12,899	--
	Amount not itemized	--	--	--	242	--
83	Stationery and supplies	5	803	100.0	803	4.2
	Service and other receipts	--	--	--	216	1.1
	All other commodities	--	--	--	145	.8
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 100.0%)	7			241	100.0
51	Plumbing, heating, air-conditioning	7	241	100.0	241	100.0
	Air-conditioning equipment	1	18	100.0	18	--
	Gas appliances and supplies	2	64	98.4	63	--
	Oil burners	1	34	100.0	34	--
	Fittings, valves, brass goods	1	13	100.0	13	--
	Amount not itemized	--	--	--	113	--
	ALL OTHER TRADES (Commodity coverage, 100.0%)	21			3,200	100.0
78	Books, magazines, sheet music, etc.	7	1,255	100.0	1,255	39.2
94	Luggage, harness, etc.	3	1,054	92.7	977	30.5
	All other commodities	--	--	--	968	30.3
	BULK TANK STATIONS					
	PETROLEUM AND ITS PRODUCTS TRADE (Commodity coverage, 96.6%)	80			63,123	100.0
76	Petroleum and its products	80	63,123	99.9	63,067	99.9
	Gasoline and napthas	47	48,236	62.0	29,914	--
	Fuel and gas oils	31	40,291	30.0	12,106	--
	Kerosene	34	33,395	.9	304	--
	Lubricants, automotive	41	39,272	8.5	3,323	--
	Lubricants (except automotive)	25	25,402	4.0	1,026	--
	Other petroleum products	26	34,783	9.8	3,396	--
	Amount not itemized	--	--	--	12,998	--
	Service and other receipts	--	--	--	52	.1
	All other commodities	--	--	--	4	--
	AGENTS AND BROKERS					
	AMUSEMENT AND SPORTING GOODS TRADE (Commodity coverage, 100.0%)	32			4,083	100.0
52	Sporting goods	9	1,475	91.9	1,356	33.2
53	Toys and games	12	1,252	93.2	1,167	28.6
95	Motion picture film rentals	8	577	99.8	576	14.1
	All other commodities	--	--	--	984	24.1

(continued on next page)

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CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CITIES OF SAN FRANCISCO AND LOS ANGELES, CALIFORNIA (COMBINED)

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	AGENTS AND BROKERS (Continued)					
	AUTOMOTIVE TRADE (Commodity coverage, 98.1%)	53			$4,626	100.0
35	Automobiles and motor vehicles	6	$1,516	97.3	1,573	34.0
	Automobiles, passenger	3	1,389	98.3	1,365	--
	Commercial vehicles	1	28	78.6	22	--
	Tractors	1	90	85.6	77	--
	Amount not itemized	--	--	--	109	--
36	Automotive parts and accessories	49	3,142	91.2	2,866	62.0
	Batteries	8	378	13.5	51	--
	Tires and tubes	3	266	13.2	35	--
	Other equipment	38	2,311	86.8	2,006	--
	Amount not itemized	--	--	--	774	--
50	Hardware	3	227	18.5	42	.9
	Service and other receipts	--	--	--	27	.6
	All other commodities	--	--	--	118	2.5
	BEER, WINES AND LIQUORS TRADE (Commodity coverage, 100.0%)	16			2,271	100.0
4	Canned foods	3	821	21.3	175	7.7
	Canned fruits	1	264	6.8	18	--
	Canned fish and sea foods	2	557	28.2	157	--
15	Wines and liquors	16	2,271	86.1	1,955	86.1
	Liquors	12	1,497	81.2	1,215	--
	Wines	6	1,101	67.2	740	--
	All other commodities	--	--	--	141	6.2
	CHEMICALS AND PAINTS TRADE (Commodity coverage, 100.0%)	39			6,095	100.0
38	Chemicals, industrial and heavy	15	4,647	72.2	3,356	55.1
39	Oils, animal and vegetable	9	2,690	38.0	1,023	16.8
40	Paints and varnishes	4	242	27.3	66	1.1
42	Other chemicals	23	2,097	64.9	1,362	22.3
57	Industrial machinery (non-electrical)	4	1,664	2.3	39	.6
	All other commodities	--	--	--	249	4.1
	CLOTHING AND FURNISHINGS TRADE (Commodity coverage, 99.1%)	138			15,429	100.0
27	Clothing and furnishings, men's and boys'	47	6,536	86.3	5,641	36.6
	Hats and caps	2	520	100.0	520	--
	Furnishings (except shoes)	32	4,506	73.7	3,319	--
	Suits and overcoats	13	1,721	89.9	1,547	--
	Work clothing	3	305	82.3	251	--
	Amount not itemized	--	--	--	4	--
28	Clothing and accessories, women's and children's	89	8,162	83.1	6,783	44.0
	Girls' wear	5	326	60.7	198	--
	Infants' wear	6	351	61.3	215	--
	Dresses	15	2,169	81.7	1,772	--
	Hosiery	16	2,245	59.6	1,337	--
	Millinery	13	444	100.0	444	--
	Underwear, negligees, etc.	18	1,645	78.5	1,292	--
	Suits and coats (except fur)	3	1,042	23.8	248	--
	Other (except shoes and furs)	21	1,699	61.3	1,041	--
	Amount not itemized	--	--	--	236	--
29	Furs and fur clothing	8	1,383	97.5	1,349	8.7
32	Shoes and other footwear	9	1,488	98.5	1,466	9.5
	Men's and boys' leather	6	882	43.3	382	--
	Women's and children's leather	7	1,244	82.3	1,024	--
	Women's and children's rubber	1	93	1.1	1	--
	Other	2	106	52.8	56	--
	Amount not itemized	--	--	--	3	--
	All other commodities	--	--	--	190	1.2
	COAL AND COKE TRADE (Commodity coverage, 100.0%)	3			72	100.0
73	Coal and coke	3	72	90.3	65	90.3
	Bituminous	2	21	57.1	12	--
	Coke	1	18	11.1	2	--
	Amount not itemized	--	--	--	51	--
	Service and other receipts	--	--	--	1	1.4
	All other commodities	--	--	--	6	8.3
	DRUGS AND DRUG SUNDRIES (SPECIALTY LINES) TRADE (Commodity coverage, 95.3%)	24			$3,312	100.0
37	Drugs and drug sundries	12	$2,113	85.0	1,795	54.2
	Druggists' rubber goods	1	50	26.0	13	--
	Drugs, chemicals, pharmaceuticals	2	58	79.3	46	--
	Proprietary medicines	1	114	63.2	72	--
	Drug sundries (except soap)	7	656	86.3	566	--
	Amount not itemized	--	--	--	1,098	--
41	Soaps and toiletries	13	1,971	66.0	1,301	39.3
	Toilet articles	6	1,125	29.4	331	--
	Toilet preparations, except soaps	11	1,653	36.3	600	--
	Toilet soaps	4	953	1.2	11	--
	Other soaps	1	691	2.2	15	--
	Amount not itemized	--	--	--	344	--
	Service and other receipts	--	--	--	5	.1
	All other commodities	--	--	--	211	6.4
	DRY GOODS (SPECIALTY LINES) TRADE (Commodity coverage, 98.5%)	129			20,802	100.0
30	Notions	25	2,984	94.8	2,829	13.6
31	Piece goods	105	17,933	96.9	17,379	83.5
	Cottons	55	12,606	79.2	9,981	--
	Linens	6	707	33.5	237	--
	Rayons	23	2,682	48.8	1,310	--
	Silks and velvets	32	3,233	45.6	1,475	--
	Woolens and worsteds	34	4,168	80.1	3,339	--
	Domestics	3	252	13.1	33	--
	Curtains, draperies, upholsteries	6	578	68.9	398	--
	Other	6	488	31.4	153	--
	Amount not itemized	--	--	--	453	--
34	Textile products (except as listed)	8	822	64.7	532	2.6
	All other commodities	--	--	--	52	.3
	ELECTRICAL GOODS TRADE (Commodity coverage, 98.9%)	87			5,317	100.0
43	Wiring supplies and electrical construction materials	38	2,940	88.2	2,594	48.8
	Interior	21	2,163	79.3	1,716	--
	Outside	3	278	71.2	198	--
	Lighting fixtures	13	380	45.8	174	--
	Incandescent lamps	8	362	22.9	83	--
	Amount not itemized	--	--	--	423	--
44	Electrical apparatus and equipment	21	950	84.9	807	15.2
45	Radios, appliances, specialties	42	2,268	78.0	1,768	33.2
	Radios and accessories	24	1,492	89.2	1,331	--
	Electric refrigerators	2	39	100.0	39	--
	Other electrical appliances	20	872	45.6	398	--
51	Plumbing, heating, air-conditioning	4	247	12.1	30	.6
	Service and other receipts	--	--	--	11	.2
	All other commodities	--	--	--	107	2.0
	FARM PRODUCTS - RAW MATERIALS TRADE (Commodity coverage, 100.0%)	33			15,486	100.0
17	Cotton, raw	4	378	100.0	378	2.4
19	Grains	15	8,011	99.8	7,995	51.6
	Corn	3	800	23.0	184	--
	Wheat	6	2,032	31.1	632	--
	Other	11	4,830	83.3	4,024	--
	Amount not itemized	--	--	--	3,155	--
21	Livestock	3	350	100.0	350	2.3
25	Wool, raw	3	399	100.0	399	2.6
26	Other farm products	5	439	59.7	262	1.7
	All other commodities	--	--	--	6,102	39.4
	FARM PRODUCTS - CONSUMER GOODS TRADE (Commodity coverage, 99.1%)	91			48,496	100.0
3	Butter and cheese	8	5,587	51.6	2,882	5.9
7	Dairy and poultry products (except butter and cheese)	12	6,954	61.1	4,246	8.8
	Eggs	10	6,724	31.3	2,106	--
	Poultry	8	5,196	26.7	1,387	--
	Other	3	1,219	61.8	753	--
10	Fruits and vegetables	80	41,653	98.6	41,079	84.7
	Fresh fruits	56	30,631	46.2	14,165	--
	Fresh vegetables	60	30,761	58.9	18,127	--
	Amount not itemized	--	--	--	8,787	--
	All other commodities	--	--	--	289	.6

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CITIES OF SAN FRANCISCO AND LOS ANGELES, CALIFORNIA (COMBINED)

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

AGENTS AND BROKERS (Continued)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	FARM SUPPLIES TRADE (Commodity coverage, 100.0%)	14			$8,734	100.0
18	Feed	5	$1,828	100.0	1,828	20.9
	Hay, straw and alfalfa	1	6	50.0	3	--
	Mixed and other	4	1,553	99.9	1,551	--
	Amount not itemized	--	--	--	274	--
39	Oils, animal and vegetable	4	5,182	5.6	290	3.4
90	Fertilizer and fertilizer materials	5	5,384	95.2	5,128	58.7
	Service and other receipts	--	--	--	37	.4
	All other commodities	--	--	--	1,451	16.6
	FURNITURE AND HOUSE FURNISHINGS TRADE (Commodity coverage, 98.6%)	70			12,917	100.0
31	Piece goods	14	2,165	95.5	2,068	16.0
	Cottons	2	446	13.2	59	--
	Linens	1	150	16.7	25	--
	Woolens and worsteds	1	400	25.0	100	--
	Domestics	4	1,369	69.0	945	--
	Curtains, draperies, upholsteries	9	750	92.0	690	--
	Amount not itemized	--	--	--	249	--
46	China, glassware, and crockery	15	1,065	94.7	1,009	7.8
47	Furniture, wooden and metal	18	1,522	80.8	1,230	9.5
	Household	12	1,335	79.7	1,064	--
	Office and store	4	66	100.0	66	--
	Amount not itemized	--	--	--	100	--
48	House furnishings	24	8,215	92.8	7,624	59.0
	Carpets and rugs	15	5,180	70.6	3,656	--
	Other floor coverings	3	4,009	34.3	1,377	--
	House furnishings (except as listed)	8	581	19.4	113	--
	Amount not itemized	--	--	--	2,478	--
98	Second-hand merchandise	6	563	95.2	536	4.2
	Service and other receipts	--	--	--	5	--
	All other commodities	--	--	--	445	3.5
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE (Commodity coverage, 87.0%)	131			111,977	100.0
4	Canned foods	78	68,727	49.5	34,029	30.4
	Canned fruits	45	53,202	19.5	10,363	--
	Canned vegetables	52	48,127	22.8	10,985	--
	Canned fish and sea foods	44	43,924	12.1	5,319	--
	Canned meats	21	17,086	5.6	955	--
	Canned milk	7	7,126	25.8	1,838	--
	Other	17	19,629	10.9	2,136	--
	Amount not itemized	--	--	--	2,433	--
5	Coffee	16	28,879	42.6	12,303	11.0
	Green	14	20,174	60.9	12,292	--
	Roasted	1	8,693	.1	11	--
6	Confectionery and ice cream	15	12,569	11.6	1,455	1.3
8	Fish and sea foods	11	10,451	20.6	2,156	1.9
9	Flour	10	11,019	39.8	4,385	3.9
10	Fruits and vegetables	9	17,794	4.0	704	.6
11	Groceries (except as listed)	65	67,602	30.0	20,302	18.1
	Cereal preparations	6	22,926	2.0	466	--
	Extracts and spices	10	12,084	2.2	263	--
	Lard substitutes and cooking fats	2	415	67.2	279	--
	Nuts (all kinds)	11	22,394	13.7	3,071	--
	Butter substitutes	1	2,881	3.5	100	--
	Pickles, preserves and sauces	12	16,769	4.0	673	--
	Rice	16	20,201	15.9	3,218	--
	Teas	8	4,790	3.1	150	--
	Other	36	39,265	30.6	12,018	--
	Amount not itemized	--	--	--	64	--
13	Soft drinks	5	19,514	1.8	346	.3
14	Sugar	15	43,335	57.3	24,845	22.2
15	Wines and liquors	8	23,050	6.9	1,598	1.4
16	Other food and related products	12	17,863	16.6	2,963	2.6
19	Grains	4	7,649	8.0	615	.6
26	Other farm products	3	6,893	7.6	523	.5
39	Oils, animal and vegetable	8	8,887	9.1	811	.7
41	Soaps and toiletries	3	12,895	1.7	215	.2
42	Other chemicals	7	15,230	3.9	599	.5
81	Paper goods (boxes, bags, cups, etc)	4	4,839	24.4	1,179	1.1
82	Paper (printing, board, etc.)	3	7,210	4.5	323	.3
	Service and other receipts	--	--	--	76	.1
	All other commodities	--	--	--	2,550	2.3

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity: Number	Establishments selling specified commodity: Total net sales (A) (add 000)	% of commodity to total net sales 1/	Sales of Commodity: Amount (B) (add 000)	Sales of Commodity: Percent 2/
	HARDWARE TRADE (Commodity coverage, 93.3%)	48			$3,791	100.0
50	Hardware	48	$3,791	84.6	3,209	84.6
	Builders' hardware	17	1,244	46.6	580	--
	Heavy hardware	9	1,111	41.8	464	--
	Shelf or light hardware	11	699	64.5	451	--
	Tools and cutlery	12	1,105	43.8	484	--
	Other	18	1,552	48.3	750	--
	Amount not itemized	--	--	--	480	--
51	Plumbing, heating, air-conditioning	3	679	2.9	20	.6
56	Industrial equipment and supplies (except electrical and railroad)	7	1,062	26.8	285	7.5
	All other commodities	--	--	--	277	7.3
	JEWELRY AND OPTICAL GOODS TRADE (Commodity coverage, 100.0%)	35			1,649	100.0
91	Jewelry, silverware, etc.	32	1,366	98.9	1,351	81.9
	Clocks and watches	7	445	63.6	272	--
	Jewelry	22	1,014	77.0	781	--
	Precious stones and metals	6	152	42.8	65	--
	Silverware and plated ware	7	207	50.2	104	--
	Amount not itemized	--	--	--	129	--
96	Optical goods	3	283	100.0	283	17.2
	All other commodities	--	--	--	15	.9
	LUMBER AND CONSTRUCTION MATERIALS TRADE (Commodity coverage, 98.6%)	42			8,315	100.0
62	Building metal work	3	78	76.9	60	.7
80	Lumber	26	7,415	95.2	7,060	84.9
84	Woodwork and wood products	6	459	19.2	88	1.1
87	Building materials (except as listed)	5	494	17.2	85	1.0
	Service and other receipts	--	--	--	45	.6
	All other commodities	--	--	--	977	11.7
	MACHINERY, EQUIPMENT AND SUPPLIES TRADE (Commodity coverage, 94.6%)	176			14,246	100.0
31	Piece goods	5	220	100.0	220	1.5
34	Textile products (except as listed)	3	591	6.6	39	.3
41	Soaps and toiletries	4	62	27.4	17	.1
44	Electrical apparatus and equipment	4	273	11.4	31	.2
50	Hardware	8	413	10.2	42	.3
51	Plumbing, heating, air-conditioning	8	2,610	65.4	1,707	12.0
	Oil burners	1	25	4.0	1	--
	Fittings, valves, brass goods	6	2,540	64.1	1,629	--
	Amount not itemized	--	--	--	77	--
54	Barber and beauty-parlor equipment	5	268	100.0	268	1.9
55	Farm machinery and garden equipment	6	454	93.6	425	3.0
56	Industrial equipment and supplies (except electrical and railroad)	64	5,633	47.7	2,688	18.9
	Belting, mechanical rubber goods, etc.	14	2,618	6.3	164	--
	Power transmission equipment	8	302	65.2	197	--
	Materials-handling equipment	16	981	24.9	244	--
	Metal-working tools	3	136	59.6	81	--
	Rope, cordage and twine	6	806	94.5	762	--
	Other	32	3,921	31.2	1,225	--
	Amount not itemized	--	--	--	15	--
57	Industrial machinery (non-electrical)	62	6,573	63.4	4,166	29.2
	Construction machinery	6	202	65.3	132	--
	Machine tools (power driven)	3	164	70.1	115	--
	Mine, quarry, pump machinery	11	741	80.7	598	--
	Oil well and refining machinery	6	3,143	37.2	1,168	--
	Power plant machinery (except electrical)	16	1,288	93.0	1,198	--
	Textile machinery	4	432	69.9	302	--
	Other	22	870	73.3	638	--
	Amount not itemized	--	--	--	15	--
58	Office and store machines and equipment	23	1,650	80.8	1,334	9.4
	Office machines and equipment	5	715	85.3	610	--
	Store fixtures and equipment	18	824	82.3	678	--
	Amount not itemized	--	--	--	46	--
59	Railroad equipment and supplies	12	2,104	91.7	1,930	13.5
60	Surgical, dental, hospital equipment	7	256	100.0	256	1.8
64	Iron and steel (except scrap)	4	2,614	7.0	182	1.3
	Service and other receipts	--	--	--	160	1.1
	All other commodities	--	--	--	781	5.5

(continued on next page)

"Trade" signifies kind of business as distinguished from commodity.

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

CENSUS OF BUSINESS
WHOLESALE DISTRIBUTION: 1935

CITIES OF SAN FRANCISCO AND LOS ANGELES, CALIFORNIA (COMBINED)

TABLE 8.--COMMODITY SALES BY TYPES OF OPERATION AND KINDS OF BUSINESS

(Only those establishments reporting sales by commodities are included in this tabulation.)

Commodity number	KIND OF BUSINESS (AND COMMODITIES SOLD BY EACH)	Establishments selling specified commodity		% of commodity to total net sales 1/	Sales of Commodity	
		Number	Total net sales (A) (add 000)		Amount (B) (add 000)	Percent 2/
	AGENTS AND BROKERS (Continued)					
	METALS AND METAL WORK (EXCEPT SCRAP) TRADE	18			$2,424	100.0
	(Commodity coverage, 94.9%)					
63	Copper	4	$992	55.8	554	22.9
64	Iron and steel (except scrap)	13	1,610	95.7	1,540	63.5
	Iron and steel pipe	4	1,069	16.3	174	--
	Steel sheet	2	952	18.6	177	--
	Structural iron and steel	1	831	29.1	242	--
	Wire and wire rope or cable	3	888	24.0	213	--
	Other rolled iron and steel	5	1,093	31.3	342	--
	Amount not itemized	--	--	--	392	--
65	Lead (metallic) and zinc	3	304	25.3	77	3,2
69	Nonferrous metals (except as listed)	3	283	42,8	121	5.0
	All other commodities	--	--	--	132	5.4
	PAPER AND ITS PRODUCTS TRADE	24			3,287	100.0
	(Commodity coverage, 100.0%)					
81	Paper goods (boxes, bags, cups, etc.)	8	2,463	45.8	1,129	34.3
82	Paper (printing, board, etc.)	6	1,461	94.5	1,381	42.0
	Uncoated book, newsprint	2	1,258	93.6	1,178	--
	Wall paper	1	5	100,0	5	--
	Amount not itemized	--	--	--	198	--
83	Stationery and supplies	11	604	98.3	594	18.1
	All other commodities	--	--	--	183	5.6
	PETROLEUM AND ITS PRODUCTS TRADE	10			6,590	100.0
	(Commodity coverage, 97.1%)					
76	Petroleum and its products	10	6,590	99.8	6,580	99.8
	Gasoline and napthas	7	5,607	73.5	4,122	--
	Fuel and gas oils	1	192	4.7	9	--
	Kerosene	1	49	8.2	4	--
	Lubricants, automotive	3	4,309	33.0	1,423	--
	Lubricants (except automotive)	1	204	95.1	194	--
	Other petroleum products	2	241	20.3	49	--
	Amount not itemized	--	--	--	779	--
	Service and other receipts	--	--	--	10	.2
	PLUMBING AND HEATING EQUIPMENT AND SUPPLIES TRADE	33			2,839	100.0
	(Commodity coverage, 98.3%)					
51	Plumbing, heating, air-conditioning	33	2,839	90.7	2,575	90.7
	Air-conditioning equipment	3	310	44.5	138	--
	Gas appliances and supplies	11	720	88.8	639	--
	Fittings, valves, brass goods	10	1,781	46.4	827	--
	Plumbing fixtures	7	1,306	64.0	836	--
	Stoves, ranges, furnaces (except gas and electric)	4	84	96.4	81	--
	Amount not itemized	--	--	--	54	--
	Service and other receipts	--	--	--	41	1.4
	All other commodities	--	--	--	223	7.9
	ALL OTHER TRADES	48			$9,651	100.0
	(Commodity coverage, 48.2%)					
11	Groceries (except as listed)	3	$90	17.8	16	.2
39	Oils, animal and vegetable	6	5,714	97.7	5,585	57.9
56	Industrial equipment and supplies (except electrical and railroad)	3	456	11.2	51	.5
78	Books, magazines, sheet music, etc.	9	183	96.2	176	1.8
84	Woodwork and wood products	7	749	96.7	724	7.5
93	Leather and cut stock	6	1,293	94.3	1,219	12.6
94	Luggage, harness, etc.	6	248	100.0	248	2.6
	Service and other receipts	--	--	--	9	.1
	All other commodities	--	--	--	1,623	16.8
	ASSEMBLERS					
	FARM PRODUCTS - RAW MATERIALS TRADE	3			5,743	100.0
	(Commodity coverage, 100.0%)					
21	Livestock	3	5,743	100.0	5,743	100.0
	Horses and mules	1	19	100.0	19	--
	Amount not itemized	--	--	--	5,724	--
	FARM PRODUCTS - CONSUMER GOODS TRADE	68			50,614	100.0
	(Commodity coverage, 97.3%)					
4	Canned foods	4	12,401	17.3	2,140	4.2
	Canned fruits	2	1,093	22.0	241	--
	Canned vegetables	2	1,093	19.9	218	--
	Canned meats	1	8,966	.2	19	--
	Canned milk	2	11,308	14.7	1,662	--
7	Dairy and poultry products (except butter and cheese)	9	32,179	52.3	16,835	33.3
	Eggs	4	25,974	34.1	8,866	--
	Milk and cream, fluid	4	14,815	29.2	4,327	--
	Poultry	3	15,076	9.1	1,373	--
	Other	1	2,342	.3	6	--
	Amount not itemized	--	--	--	2,263	--
10	Fruits and vegetables	56	17,922	96.1	17,232	34.1
	Fresh fruits	25	14,290	89.4	12,771	--
	Fresh vegetables	37	5,558	79.9	4,440	--
	Amount not itemized	--	--	--	21	--
18	Feed	3	15,318	34.1	5,226	10.3
	Hay, straw, and alfalfa	2	677	.7	5	--
	Amount not itemized	--	--	--	5,221	--
	Service and other receipts	--	--	--	215	.4
	All other commodities	--	--	--	8,966	17.7
	GROCERIES AND FOODS (SPECIALTY LINES) TRADE	8			9,895	100.0
	(Commodity coverage, 49.7%)					
11	Groceries (except as listed)	8	9,895	99.5	9,845	99.5
	Nuts (all kinds)	5	9,754	96.9	9,453	--
	Rice	1	7	28.6	2	--
	Other	4	535	72.9	390	--
	All other commodities	--	--	--	50	.5
	ALL OTHER TRADES					
	(Commodity coverage, 100.0%)					
26	Other farm products	44	285	100.0	285	100.0

"Trade" signifies kind of business as distinguished from commodity.

1/ The ratio which the particular item in column B bears to the corresponding item in column A

2/ The ratio which the particular item in column B bears to the total of all the items in column B for that particular trade.

APPENDIX

The 142 kinds of business into which all wholesale establishments are classified together with the 29 major kinds of business or trade groups into which they are grouped, are given below:

- Amusement and sporting goods:
  - Cameras and motion picture equipment and supplies
  - Moving picture films
  - Sporting goods (full line)
  - Toys, novelties and fireworks
  - All other
- Automotive:
  - Automobiles and other motor vehicles
  - Automotive equipment
  - Tires and tubes
- Beer, wines and liquors:
  - Beer and other fermented malt liquors
  - Wines and liquors
- Chemicals and paints:
  - Dyestuffs
  - Explosives
  - Industrial chemicals
  - Naval stores
  - Paints and varnishes
  - All other
- Clothing and furnishings:
  - Clothing and/or furnishings (full line)
  - Men's and boys'
  - Women's and children's
  - Furs, dressed and fur clothing
  - Hosiery
  - Millinery and millinery supplies
  - Shoes and other footwear
- Coal and coke
- Drugs (full line)
- Drugs and drug sundries (specialty lines):
  - Drug specialties
  - Patent medicines
  - Toilet articles and preparations
  - All other
- Dry goods (full line)
- Dry goods (specialty lines):
  - Notions
  - Piece goods
  - All other
- Electrical goods:
  - Electrical merchandise (full line)
  - Apparatus and equipment
  - Wiring supplies and construction material
  - Radios, refrigerators and appliances
- Farm products-raw materials
  - Cotton
  - Grain
  - Hides, skins and furs (raw)
  - Horses and mules
  - Livestock
  - Silk (raw)
  - Tobacco (leaf)
  - Wool and mohair
  - All other
- Farm products-consumer goods:
  - Dairy products
  - Poultry and poultry products
  - Dairy and poultry products
  - Fruits and vegetables (fresh)
  - All other
- Farm supplies:
  - Feed
  - Fertilizer
  - Seeds
  - All other
- Furniture and house furnishings:
  - China, glassware and crockery
  - Floor coverings
  - Furniture (household and office)
  - House furnishings (except as specified)
  - Musical instruments and sheet music
- General merchandise
- Groceries (full line)
- Groceries and foods (specialty lines):
  - Canned goods
  - Coffee, tea and spices
  - Confectionery
  - Fish and sea foods
  - Flour
  - Meats and meat products
  - Soft drinks
  - Sugar
  - Other food and grocery specialties
- Hardware:
  - Hardware (full line)
  - Hardware (specialty lines)
- Jewelry and optical goods:
  - Jewelry (full line)
  - Clocks and watches
  - Diamonds and other precious stones
  - Other jewelry specialties
  - Optical goods
- Lumber and construction materials:
  - Builders' supplies (full line)
  - Lumber and millwork
  - Brick, tile and terra cotta
  - Cement, lime and plaster
  - Glass
  - Sand, gravel and crushed stone
  - All other
- Machinery, equipment and supplies:
  - Commercial machinery, equipment and supplies:
    - Office (except furniture)
    - Store, restaurant and hotel
    - All other
  - Farm and dairy machinery and equipment
  - Industrial equipment and supplies:
    - Industrial (full line)
    - Belting, hose and packing
    - Power transmission equipment
    - Rope, cordage and twine
    - All other
- Machinery, equipment and supplies (continued):
  - Industrial machinery:
    - Construction (including road building)
    - Machine tools
    - Mining and quarrying
    - Oil well and oil refining
    - Power plant
    - Textile
    - Used machinery and equipment
    - All other
  - Professional equipment and supplies:
    - Dental
    - Surgical, medical and hospital
    - All other
  - Service equipment and supplies:
    - Barber and beauty parlor
    - Laundry
    - Upholsterers'
    - All other
  - Transportation equipment and supplies:
    - Aircraft and aeronautical
    - Railroad
    - Boats (including motor, sail and steam)
    - All other
- Metals and metal work (except scrap):
  - Iron and steel (except structural)
  - Structural iron and steel
  - Wire, wire fence and wire rope
  - Copper
  - Sheet metal products
  - Other metals and metal work
- Paper and its products:
  - Wrapping or coarse paper and products
  - Fine or printing and writing paper
  - Stationery and stationery supplies
  - Wall paper
- Petroleum and its products
- Plumbing and heating equipment and supplies:
  - Plumbing and heating (full line)
  - Heating (including stoves and ranges)
  - Plumbing fixtures, equipment and supplies
  - All other
- Tobacco and its products (except leaf)
- Waste materials:
  - Iron and steel scrap
  - Junk and scrap (full line)
  - Waste paper, rags and rubber
  - Nonferrous metals
- All other products:
  - Books, periodicals and newspapers
  - Flowers and nursery stock
  - Forest products (except lumber)
  - Leather and leather goods
  - Oils and greases (animal and vegetable)
  - Rubber (crude)
  - Textiles and materials other than dry goods
  - Yarns
  - Miscellaneous kinds of business

CONFIDENTIAL GOVERNMENT REPORT

Section 8 of the Act creating the Department of Commerce and Labor, approved February 14, 1903, provides that: "The Secretary of Commerce shall from time to time make such special investigations and reports * * * which he himself may deem necessary and urgent." Acting upon this authority, I have authorized and instructed the Director of the Census to take a Census of Business covering the calendar year 1935. We ask for the cooperation and assistance of the business men of the United States in this undertaking and assure them that their individual reports will be held *absolutely confidential.* Only sworn employees of the Bureau of the Census will be permitted to examine your report, and no information will be given to any person, whether in Government service or private life, which would disclose, exactly or approximately, any of the facts or figures in your report. The information will be used for *statistical purposes only.*

DANIEL C. ROPER, *Secretary of Commerce.*

Form 31
CENSUS OF BUSINESS
Federal Works Project

WHOLESALE SCHEDULE

DEPARTMENT OF COMMERCE

BUREAU OF THE CENSUS
WASHINGTON

CENSUS OF BUSINESS: 1935

SUPERVISOR'S DISTRICT
No. ____
State ____
ENUMERATION DISTRICT
No. ____
County ____
CONSECUTIVE NUMBER OF REPORT
No. ____

A separate report should be prepared for each wholesale distributing establishment or agency. Combined reports for two or more establishments, even though under the same management or ownership, cannot be accepted except on special instruction from Washington.

This report should cover, if possible, the full calendar year operations for 1935, even if ownership has changed during the year.

1. DESCRIPTION OF ESTABLISHMENT:

a. NAME OF ESTABLISHMENT ____

b. NAME OF OWNER ____ RACE (*not for corporations*) ____ (White, Negro, Oriental, Other)

c. LOCATION OF ESTABLISHMENT:
State ____ County ____ Township ____
Name of city, town, or village ____
Street and number ____
Is this street number located within the corporate limits of the city, town, or village named above? (*Yes or No*) ____

d. ADDRESS (HOME-OFFICE OR BUSINESS ADDRESS) OF OWNER ____

e. LEGAL FORM OF ORGANIZATION (Place check mark in proper square)
☐ Individual proprietorship.
☐ Partnership.
☐ Corporation.
☐ Other (specify): ____

(1) ____
(2) ____
(3) ____
(4) ____
(CODE—Do not use)

f. WAS THIS ESTABLISHMENT IN OPERATION DURING ANY PART OF 1933? (*Yes or No*) ____

g. Indicate whether since December 31, 1933, this establishment changed—
If changes occurred, give former—
(Check here)
☐ Name ____
☐ Location ____
☐ Ownership ____
☐ General nature of business ____

h. NUMBER OF WHOLESALE ESTABLISHMENTS OWNED BY THIS ORGANIZATION, ANYWHERE IN THE CONTINENTAL UNITED STATES (*including the establishment for which this report is prepared*) ____

i. GIVE ADDRESSES OF WAREHOUSES, TERMINALS, AND OTHER STORAGE FACILITIES IN THIS CITY OPERATED FROM THIS OFFICE AND INCLUDED IN THIS REPORT:

(Name)	(City)	(Street address)

j. IS THIS ESTABLISHMENT OPERATED BY, OPERATING, OR SPONSORING A COOPERATIVE OR VOLUNTARY GROUP OF RETAILERS? (*Yes or No*) ____
If yes: (1) Under what name? ____ Since what date? (*month and year*) ____
(2) What percentage of your 1935 sales was made to retail members of this group? ____ percent.

2. KIND OF BUSINESS, 1935:

a. Kind of business ______________________________
(Give usual name or designation by which the establishment is known to the trade or public)

EXAMPLES.—Wholesale grocer, hardware wholesaler, sugar broker, flour jobber, mill and mine supply house, cotton broker, jewelry wholesaler, oil well supply house, etc.

b. Name the principal lines of merchandise sold or handled, *in order of their importance*, based on net sales in 1935:

(1) ______________________________ (3) ______________________________

(2) ______________________________ (4) ______________________________

(5) ____________
(6) ____________
(7) ____________
(8) ____________
(CODE—Do not use)

c. State the approximate radius (in miles) within which 75 percent of your 1935 sales were concentrated: ____________
(Miles)

3. TYPE OF OPERATION IN 1935:

(Check the principal function performed or type of operation; i. e., the function or type that accounts for more than 50 percent of the business of the establishment.)

CHECK ONLY ONE

Service Wholesalers

- ☐ Wholesale merchant or jobber (*full service*) 00
- ☐ Converter 02
- ☐ Export merchant 03
- ☐ Importer 04
- ☐ Industrial distributor 05

Limited Function Wholesalers

- ☐ Cash-and-carry wholesaler 06
- ☐ Drop shipper or desk jobber 07
- ☐ Mail-order wholesaler 08
- ☐ "Wagon distributor" 09

Wholesale Unit of Cooperative or Voluntary Chain

- ☐ Retailer operated 44
- ☐ Wholesaler sponsored or affiliated 01
- ☐ Other (*describe*) ____________

Storage Units

- ☐ Bulk tank station (*petroleum—including commission distributors*) 41
- ☐ Distributing terminal (*petroleum*) 42
- ☐ Chain-store warehouse 43

Manufacturer's Sales Branch (Owned by Manufacturer)

- ☐ Carrying stock for delivery 11
- ☐ Carrying no stock 12

Assemblers and Country Buyers

- ☐ Assembler or country buyer of farm products 31
- ☐ Cream station 32
- ☐ Cooperative marketing association (*mainly in farm products*) 33
- ☐ Elevator (*grain*) 34
- ☐ Packer and shipper 35

Agents and Brokers

- ☐ Auction company 21
- ☐ Broker 22
- ☐ Commission merchant 23
- ☐ Export agency 24
- ☐ Import agency 25
- ☐ Manufacturer's agent (*for two or more manufacturers*) 26
- ☐ Selling agent 27
- ☐ Other agent: (*Specify*) ____________

Other Types

- ☐ Specify ____________

4. NET SALES AND OTHER OPERATING RECEIPTS:

(Brokers and wholesale agents must report selling value of goods and not commissions received.)

Key

a. Net sales of merchandise (*including all forms of sales taxes*) $____________ A–1 E–1
(Do not include returned goods and allowances.)

b. Amount of sales, turnover, gasoline, and other commodity taxes paid by you directly to any governmental agency and included in 4*a*, above $____________

c. Net sales of merchandise *less* commodity and sales taxes (*difference between a and b*) $____________ C–1
(Include taxes which are in the price paid by you for goods.)

d. Of the total sales reported under *c*, above, give the amount of—
(The sum of 1, 2, 3, 4, and 5, below, must equal the amount reported under *c*, above.)

I. Domestic Sales:

(1) Sales to retailers for resale (*including sales to chains, mail-order houses, department stores, and independent stores*) $____________ C–2

(2) Sales to household consumers, including employees (*at retail*) $____________ C–3

(3) Sales to industrial and other large users (*sales to manufacturers, railroads, utilities, governmental bodies, hotels, institutions, contractors, oil wells, etc.*) $____________ C–4

(4) Sales to other wholesale organizations (*including export concerns and supply houses*) $____________ C–5

II. Export Sales:

(5) Sales made direct to buyers in foreign countries $____________ C–6

Key

e. How much of total net sales represented credit business? $____________ A–2
(Include sales made on weekly, 10-day, 30-day, and end-of-month, installment, or other credit basis—all except *strictly* cash and c. o. d. sales.)

f. State amount of operating receipts from services and sources other than sale of merchandise $____________ B–1

5. STOCKS ON HAND:

a. Inventory of merchandise on hand at actual cost value as of December 31, 1935, or nearest inventory date (*including goods out on consignment*) $____________ B–2

b. Value of goods held on consignment by you as consignee $____________ B–3

6. PROPRIETORS AND FIRM MEMBERS (does not apply to corporations):

a. Total number of proprietors and firm members (*including those reported under b, below*) ____________ B–4

b. Number of proprietors and firm members devoting major portion of their time to the business ____________ B–5

7. PAID EMPLOYEES AND WEEKLY PAY ROLLS:

(Do not include in this inquiry persons reported in Inquiry 6, above.)

EMPLOYMENT AND PAY-ROLL DATA FOR FULL-TIME AND PART-TIME EMPLOYEES FOR ONE WEEK ONLY

(Give figures for week ending Oct. 26, 1935. For highly seasonal businesses, report instead one week of normal employment during active season.)

Week covered: From____________________, 1935, to____________________, 1935

	ITEM	Full-time			Part-time		
		Number of paid full-time employees during the week		Pay roll for the week for full-time employees (*salaries, wages, bonuses, and commissions*)	Number of paid part-time employees during the week		Pay roll for the week for part-time employees (*salaries, wages, bonuses, and commissions*)
		Field 1		Field 2	Field 3		Field 4
a. Executives and salaried corporation officers	D–1			$			$
b. Office and clerical employees (*not including selling employees*)	D–2			$			$
c. Inside selling employees	D–3			$			$
d. Outside selling employees	D–4			$			$
e. Warehouse employees (*including supervisors and shipping clerks*)	D–5			$			$
f. Other employees	D–6			$			$
g. TOTAL (*sum of a, b, c, d, e, and f*)	D–7		Key A–3	$		Key B–6	$

		Key
h. How many of the total number of employees shown above (*full-time and part-time combined*) are	Males	B–7
	Females	B–8
i. Total pay roll for the year 1935 for full-time and part-time employees (*salaries, wages, bonuses, and commissions*) (Do not include proprietors' and partners' compensation, but include that of officers of corporation.)	$	A–4
j. How much of the total pay roll (*i, above*) was paid to part-time employees?	$	A–5
k. How many of the total number of employees shown above (*full-time and part-time combined*) are Negroes?		B–9

(9) ____________

(CODE—Do not use)

l. TOTAL number of paid employees (*full-time and part-time combined*) working during the pay period ending nearest the 15th of each month of 1935:

MONTH, 1935	NUMBER	Key	MONTH, 1935	NUMBER	Key	MONTH, 1935	NUMBER	Key	MONTH, 1935	NUMBER	Key
		F–1			F–1			F–2			F–2
Jan		1	Apr		4	July		1	Oct		4
Feb		2	May		5	Aug		2	Nov		5
Mar		3	June		6	Sept		3	Dec		6
									(Do not use)		B–10

8. OPERATING EXPENSES (not including cost of merchandise):

(Include pay rolls here as well as in Inquiry 7, above.)

		Key
I. To be answered by WHOLESALE MERCHANTS and INDUSTRIAL DISTRIBUTORS whose 1935 sales exceeded $50,000. All other wholesale establishments may use block II, below:		
a. ADMINISTRATIVE EXPENSES (*such as officers' salaries and traveling expenses; office salaries, professional services, office supplies and stationery; postage, etc.*)	$	E–2
b. SELLING EXPENSES (*such as salesmen's salaries, commissions and expenses; house salesmen's salaries; advertising, etc.*)	$	E–3
c. DELIVERY EXPENSES (*such as out-freight, express, parcel post, trucking, etc.*)	$	E–4
d. WAREHOUSE EXPENSES (*such as warehouse salaries, boxing and packing, warehouse lighting, etc.*)	$	E–5
e. OCCUPANCY EXPENSES (*such as rent; maintenance labor; heat, light, power, and water; building repairs and supplies; insurance and taxes on building, etc.*)	$	E–6
f. OTHER EXPENSES (*such as interest on bank loans, losses from bad debts, etc.*)	$	
g. TOTAL OPERATING EXPENSES including pay roll (*sum of a to f*)	$	A–6 E–7
II. To be answered by all wholesale establishments which do not answer block I, above.		
TOTAL operating expenses including pay roll (*do not include cost of merchandise*)	$	A–6

9. SALES OF MERCHANDISE BY COMMODITIES:

If book figures are not available, give the best possible approximations.

Total commodity sales (same as 4*a*) $ Key G–1

Commodities	Sales	
Key G–3	Key G–4	Key G–2
FOOD AND RELATED PRODUCTS		
10. Bakery Products (bread, biscuits, crackers, etc.)		$
20. Beer and Other Fermented Malt Liquors		$
30. Butter and Cheese		$
40. Canned Goods, Total (sum of 41 to 46)		$
41. Canned fruits	$	
42. Canned vegetables	$	
43. Canned fish and sea foods	$	
44. Canned meats	$	
45. Canned milk (condensed, evaporated, and powdered)	$	
46. Other canned foods	$	
50. Coffee, Total (sum of 51 and 52)		$
51. Green	$	
52. Roasted	$	
60. Confectionery, Total (sum of 61 to 64)		$
61. Candy	$	
62. Chewing gum	$	
63. Ice cream and frozen ices	$	
64. Other confectionery	$	
70. Dairy and Poultry Products, Except Butter and Cheese, Total (sum of 71 to 74)		$
71. Eggs	$	
72. Milk and cream, fluid	$	
73. Poultry	$	
74. Other dairy and poultry products (Report canned milk under 45, and not here.)	$	
80. Fish and Sea Foods, Total (sum of 81 to 84)		$
81. Fresh fish	$	
82. Cured and processed fish	$	
83. Frozen fish	$	
84. Other sea foods (except canned)	$	
90. Flour		$
100. Fruits and Vegetables, Fresh, Total (sum of 101 and 102) (Report dried fruits and vegetables under 119, and not here.)		$
101. Fruits, fresh	$	
102. Vegetables, fresh	$	
110. Groceries (except as listed), Total (sum of 111 to 119)		$
111. Cereal preparations (except flour and bakery products)	$	
112. Extracts and spices	$	
113. Lard substitutes and cooking fats	$	
114. Nuts (all kinds) (Report unroasted peanuts under 260, and not here.)	$	
115. Oleomargarine and other butter substitutes	$	
116. Pickles, preserves, jellies, jams, and sauces	$	
117. Rice	$	
118. Teas	$	
119. Other groceries (see item 121)	$	
120. Meats and Meat Products, Total (sum of 121 to 124)		$
121. Lard	$	
122. Meats, fresh	$	

Commodities	Sales	
Key G–3	Key G–4	Key G–2
FOOD AND RELATED PRODUCTS—Con.		
120. Meats and Meat Products—Con.		
123. Meats, cured or smoked	$	
124. Other meat products (including game) (Report canned meats under 44, and not here.)	$	
130. Soft Drinks		$
140. Sugar		$
150. Wines and Spiritous Liquors, Total (sum of 151 and 152)		$
151. Liquors, distilled and ethyl alcohol	$	
152. Wines	$	
160. Other Food and Related Products (specify)		$
	$	
	$	
	$	
FARM PRODUCTS—RAW MATERIALS		
170. Cotton, Raw, Including Linters		$
180. Feed, Total (sum of 181 and 182)		$
181. Hay, straw, and alfalfa	$	
182. Mixed and other feeds	$	
190. Grains, Total (sum of 191 to 193)		$
191. Corn	$	
192. Wheat	$	
193. All other	$	
200. Hides, Skins, and Raw Furs		$
210. Livestock, Total (sum of 211 to 215)		$
211. Cattle (including calves)	$	
212. Hogs	$	
213. Horses and mules	$	
214. Sheep and lambs	$	
215. Other livestock	$	
220. Seeds (field, garden, and flower)		$
230. Silk, Raw		$
240. Tobacco, Leaf		$
250. Wool, Raw (whether in the grease, scoured, or carbonized)		$
260. Other Farm Products—Raw Materials (specify—include unroasted peanuts here)		$
	$	
	$	
	$	
	$	
CLOTHING, DRY GOODS, AND TEXTILES		
270. Clothing and Furnishings, Men's and Boys', Total (sum of 271 to 274)		$
271. Hats and caps and hat and cap materials	$	
272. Men's and boys' furnishings (except shoes)	$	
273. Men's and boys' suits and overcoats	$	
274. Work clothing	$	
280. Clothing and Accessories, Women's and Children's, Total (sum of 281 to 288)		$
281. Girls' wear	$	
282. Infants' wear	$	
283. Dresses (women's and misses')	$	
284. Hosiery (women's and misses')	$	

9. SALES OF MERCHANDISE BY COMMODITIES—Continued.

Commodities	Sales	
Key G-3	Key G-4	Key G-2
CLOTHING, DRY GOODS, AND TEXTILES—Con.		
280. Clothing and Accessories, Women's and Children's—Continued.		
285. Millinery and millinery supplies	$	
286. Underwear, negligees, corsets, and robes	$	
287. Women's and misses' suits and coats (except fur coats)	$	
288. Other women's and misses' furnishings and wearing apparel (except shoes and furs)	$	
290. Dressed Furs and Fur Clothing		$
300. Notions (such as sewing, hair, and shoe accessories)		$
310. Piece Goods, Total (sum of 311 to 319)		$
311. Cotton piece goods	$	
312. Jute fabrics	$	
313. Linens	$	
314. Rayons	$	
315. Silks and velvets	$	
316. Woolens and worsteds	$	
317. Domestics (sheets, spreads, and comfortables)	$	
318. Curtains, draperies; and curtain, drapery, and upholstery fabrics	$	
319. Other piece goods and yard goods	$	
320. Shoes and Other Footwear, Total (sum of 321 to 326)		$
321. Men's and boys' leather	$	
322. Men's and boys' rubber	$	
323. Women's and children's leather	$	
324. Women's and children's rubber	$	
325. Infants'	$	
326. All other	$	
330. Yarns, Total (sum of 331 to 335)		$
331. Cotton yarns (combed, carded or mercerized)	$	
332. Rayon yarns (all kinds)	$	
333. Silk (spun or thrown)	$	
334. Woolen and worsted yarns	$	
335. All other	$	
340. Dry Goods and Textile Products Not Listed Above (specify)		$
	$	
	$	
	$	
AUTOMOBILES AND AUTOMOTIVE EQUIPMENT		
350. Automobiles and Other Motor Vehicles, Total (sum of 351 to 354)		$
351. Automobiles (passenger cars)	$	
352. Trucks, busses, taxicabs, and other commercial vehicles	$	
353. Tractors	$	
354. Motorcycles	$	
360. Automotive Equipment, Parts and Accessories, Total (sum of 361 to 363)		$
361. Batteries	$	
362. Tires and tubes	$	
363. Other automotive equipment, accessories, and parts	$	
CHEMICALS, DRUGS, AND RELATED PRODUCTS		
370. Drugs and Drug Sundries, Total (sum of 371 to 374)		$
371. Druggists' rubber goods	$	
372. Drugs, chemicals, and pharmaceuticals	$	
373. Proprietary medicines	$	

Commodities	Sales	
Key G-3	Key G-4	Key G-2
CHEMICALS, DRUGS, AND RELATED PRODUCTS—Con.		
370. Drugs and Drug Sundries—Con.		
374. Drug sundries not listed elsewhere. (Report soap under 410; toilet articles and preparations under 410, and not here.)	$	
380. Industrial and Heavy Chemicals (including coal tar and other synthetic organic chemicals)		$
390. Oils, Animal and Vegetable (including cottonseed, linseed, essential, etc.). (Report petroleum and its products under 760; cooking fats under 113, and not here.)		$
400. Paints, Varnishes, Lacquers, and Enamels		$
410. Soaps and Toilet Articles and Preparations, Total (sum of 411 to 414)		$
411. Toilet articles (such as brushes, combs, dresser sets, atomizers, manicure implements, etc.)	$	
412. Toilet preparations, except soaps (such as perfumes, powders, rouges, depilatories, creams, etc.)	$	
413. Toilet soaps	$	
414. Other soaps	$	
420. Other Chemicals or Related Products Not Listed Elsewhere (specify), Total		$
	$	
	$	
	$	
ELECTRICAL COMMODITIES		
430. Wiring Supplies and Construction Materials, Total (sum of 431 to 434)		$
431. Interior wiring and construction materials (such as conduit and fittings, wires and cables, wiring devices, safety switches, panels, fuses, etc.)	$	
432. Outside construction materials (such as poles, cross-arms, pole-line hardware, etc.)	$	
433. Lighting fixtures (residential, commercial, and industrial)	$	
434. Incandescent lamps	$	
440. Apparatus and Equipment (such as motors, generators, switchboards, industrial heating equipment, power transformers, etc.)		$
450. Radio, Appliances and Specialties, Total (sum of 451 to 453)		$
451. Radio sets, tubes, parts, and accessories; public-address equipment; radio-phonograph combinations and records	$	
452. Electric refrigerators (household and commercial)	$	
453. All other electrical appliances and specialties (such as clocks, fans, flashlights, food mixers, heating appliances, ranges, water heaters, washing and ironing machines, vacuum cleaners, etc.)	$	
FURNITURE AND HOUSE FURNISHINGS		
460. China, Glassware, and Crockery		$
470. Furniture, Wooden and Metal, Total (sum of 471 and 472) (Report second-hand furniture under 980; electric refrigerators under 452; gas refrigerators under 512, and not here.)		$
471. Household furniture	$	
472. Office and store furniture	$	
480. House Furnishings, Total (sum of 481 to 483) (Report china, glassware, and crockery under 460; gas refrigerators under 512; electric refrigerators under 452; furniture under 470; stoves, ranges, etc., under 516, and not here.)		$
481. Carpets and rugs	$	
482. Linoleum, felt base, and all other floor coverings	$	

9. SALES OF MERCHANDISE BY COMMODITIES—Continued.

COMMODITIES Key G-3	SALES Key G-4	 Key G-2
FURNITURE AND HOUSE FURNISHINGS—Con.		
480. HOUSE FURNISHINGS—Con.		
483. House furnishings, not listed elsewhere	$	
490. MUSICAL INSTRUMENTS, ACCESSORIES, AND PARTS (Report radios and parts and talking machines combined with radios under 451, and not here.)		$
HARDWARE AND KINDRED PRODUCTS		
500. HARDWARE, Total (sum of 501 to 506) (Report iron and steel sheets and shapes under 640; pipe fittings and valves under 514, and not here.)		$
501. Builders' hardware	$	
502. Heavy hardware	$	
503. Shelf or light hardware	$	
504. Tools and cutlery (Report machine tools under 572, and not here.)	$	
505. Wire screening	$	
506. All other hardware, not listed elsewhere	$	
510. PLUMBING, HEATING, AND AIR-CONDITIONING EQUIPMENT AND SUPPLIES, Total (sum of 511 to 516) (Report pipe under 640 or 650, and not here.)		$
511. Air-conditioning equipment	$	
512. Gas appliances and supplies	$	
513. Oil burners	$	
514. Pipe fittings, valves, brass goods, and specialties	$	
515. Plumbing fixtures, equipment and supplies (including sanitary ware)	$	
516. Stoves, ranges, furnaces, heating apparatus, and parts (except gas and electric)	$	
520. SPORTING GOODS (including arms, ammunition, and bicycles) (Report sport clothing under 270, 280, or 320, and not here.)		$
530. TOYS AND GAMES		$
MACHINERY, EQUIPMENT, AND SUPPLIES		
540. BARBER AND BEAUTY-PARLOR EQUIPMENT AND SUPPLIES NOT LISTED ELSEWHERE		$
550. FARM AND GARDEN MACHINERY, EQUIPMENT AND SUPPLIES (Report wire fencing under 647, and not here.)		$
560. INDUSTRIAL EQUIPMENT AND SUPPLIES, Total (sum of 561 to 566) (Report electrical equipment under 430 and 440; railroad equipment and supplies under 590, and not here.)		$
561. Belting, hose, packing, and mechanical rubber goods	$	
562. Power transmission equipment (such as pulleys, hangers, bearings)	$	
563. Materials-handling equipment (such as trucks, casters, and hoists)	$	
564. Metal-working tools (such as drills, reamers, taps, dies, grinding wheels metal-cutting saws and files)	$	
565. Rope, cordage, and twine (Report wire rope under 648, and not here.)	$	
566. Other industrial equipment and supplies (Report railroad equipment and supplies under 590, and not here.)	$	
570. INDUSTRIAL MACHINERY, Total (sum of 571 to 577)		$
571. Construction machinery	$	
572. Machine tools (power driven)	$	
573. Mining, quarrying, well-drilling, and pumping machinery	$	
574. Oil-well and oil-refining machinery, equipment, and supplies	$	

COMMODITIES Key G-3	SALES Key G-4	 Key G-2
MACHINERY, EQUIPMENT, AND SUPPLIES—Con.		
570. INDUSTRIAL MACHINERY—Con.		
575. Power plant machinery and equipment (except electrical machinery)	$	
576. Textile machinery	$	
577. Industrial machinery not listed elsewhere	$	
580. OFFICE AND STORE MACHINES AND EQUIPMENT NOT LISTED ELSEWHERE, Total (sum of 581 and 582)		$
581. Office machines and equipment (such as typewriters, cash registers, computing and manifolding machines, scales, etc.) (Report metal furniture under 472, and not here.)	$	
582. Store fixtures and equipment	$	
590. RAILROAD EQUIPMENT AND SUPPLIES		$
600. SURGICAL, DENTAL, AND HOSPITAL EQUIPMENT AND SUPPLIES		$
METALS AND METAL WORK		
610. ALUMINUM INGOTS, BARS, SHAPES, SHEETS, WIRE, TUBES, AND CASTINGS		
620. BUILDING METAL WORK (SUCH AS FIRE ESCAPES, ELEVATOR CAGES, GRILLES, ORNAMENTAL METAL WORK, ETC.)		$
630. COPPER (INCLUDING INGOTS, BARS, SHAPES, SHEETS, BARE WIRE, PIPE, TUBES, CASTINGS, ETC.)		$
640. IRON AND STEEL AND PRODUCTS, EXCEPT SCRAP, Total (sum of 641 to 649) (Report wire screening under 505, and not here.)		$
641. Iron and steel pipe (including cast, lap weld, butt weld, and riveted)	$	
642. Seamless steel tubing	$	
643. Pig iron	$	
644. Rough castings and forgings (except cast-iron pipe)	$	
645. Steel sheet (including tin and terne plate)	$	
646. Structural iron and steel and reinforcing bars and rods	$	
647. Wire fencing (woven or welded)	$	
648. Wire and wire rope or cable	$	
649. All other rolled iron and steel (including bars, rods, rails, plates, and shapes not listed above)	$	
650. LEAD (METALLIC) AND ZINC (INCLUDING PIG, BAR, SHEET, SHAPES, PIPE, AND PLATES)		$
660. METALLIC ORES (SPECIFY KIND)		$
670. SCRAP IRON AND STEEL		$
680. SHEET-METAL WORK (SUCH AS STEEL GARAGES, VENTILATORS, METAL STORAGE TANKS, AND METAL ROOFING)		$
690. OTHER NONFERROUS METALS (EXCEPT PRECIOUS METALS), BARS, SHEETS, SHAPES, WIRE AND CASTINGS, NONFERROUS ALLOYS AND FERRO-ALLOY MATERIALS		$
NONMETALLIC MINERALS AND THEIR PRODUCTS		
700. BRICK, TILE, AND TERRA COTTA		$
710. BUILDING STONE, SLATE, AND CONCRETE PRODUCTS		$
720. CEMENT, LIME, PLASTER, AND STUCCO		$
730. COAL AND COKE, Total (sum of 731 to 733)		$
731. Anthracite coal	$	
732. Bituminous coal	$	
733. Coke	$	
740. CRUDE NONMETALLIC MINERALS AND THEIR PRODUCTS NOT LISTED ELSEWHERE (Report agricultural limestone and ground phosphate rock under 900, and not here.)		$
750. GLASS (SHEET AND CONTAINERS), Total (sum of 751 and 752)		$
751. Sheet glass (including window and plate glass)	$	
752. Glass containers	$	

9. SALES OF MERCHANDISE BY COMMODITIES—Continued.

Commodities Key G-3	Sales Key G-4	 Key G-2
NONMETALLIC MINERALS AND THEIR PRODUCTS—Con.		
760. Petroleum and Its Products, Total (sum of 761 to 767)		$
761. Crude oil	$	
762. Gasoline and naphthas	$	
763. Fuel oils, gas oils, and furnace oils	$	
764. Kerosene	$	
765. Lubricants, automotive	$	
766. Lubricants, other than automotive	$	
767. All other petroleum products	$	
770. Sand, Gravel, and Crushed Stone		$
WOOD, PAPER, AND THEIR PRODUCTS		
780. Books, Magazines, and Other Printed Materials (including sheet music) (Report blank books under 830, and not here.)		$
790. Logs, Poles, Posts, Hewn Ties, Pulpwood and Cordwood (see 432)		$
800. Lumber (rough, dressed, and finished)		$
810. Paper Goods, such as Paper Boxes, Bags, Cups, Dishes, Napkins, Towels, Patterns, Etc. (Report stationery under 830, and not here.)		$
820. Paper, Uncoated Book, Board, Wall Paper, and Other, Total (sum of 821 to 823) (Report stationery under 830, and not here.)		$
821. Cardboard and paper board	$	
822. Uncoated book	$	
823. Wall paper	$	
830. Stationery and Stationery Supplies (including typewriter paper)		$
840. Planing-mill Products—Woodwork and Other Wood Products		$
COMMODITIES NOT GROUPED ELSEWHERE		
850. Aircraft and Parts, Total (sum of 851 to 853)		$
851. Heavier than air	$	
852. Lighter than air	$	
853. Equipment and supplies	$	
860. Boats (including motor, sail, and steam)		$

Commodities Key G-3	Sales Key G-4	 Key G-2
COMMODITIES NOT GROUPED ELSEWHERE—Con.		
870. Building Materials Not Listed Elsewhere (such as wall board, roofing, etc.) (See items 430, 501, 510, 620, 646, 680, 700, 710, 720, 750, 770, 800, 820, 840 for major classes of building materials.)		$
880. Cameras and Photographic Supplies		$
890. Cigars, Cigarettes, and Tobacco, Total (sum of 891 to 893) (Report leaf tobacco under 240, and not here.)		$
891. Cigars	$	
892. Cigarettes	$	
893. Tobacco	$	
900. Fertilizer and Fertilizer Materials		$
910. Jewelry, Silverware, Etc., Total (sum of 911 to 914)		$
911. Clocks and watches	$	
912. Jewelry	$	
913. Precious stones and precious metals	$	
914. Silverware and plated ware	$	
920. Junk and Scrap (Report scrap iron and steel under 670, and not here.)		$
930. Leather and Cut Stock		$
940. Luggage, Saddlery, and Harness, and All Other Products Made of Leather Except Boots, Shoes, Clothing, and Leather Belting (Report shoes and other footwear under 320; clothing under 270 and 280; leather belting under 561, and not here.)		$
950. Motion Picture Film Rentals		$
960. Optical Goods		$
970. Rubber, Crude		$
980. Second-hand Merchandise (specify kind), Total		$
	$	
	$	
	$	
990. Miscellaneous Groups of Commodities (specify kind), Total		$
	$	
	$	
	$	

Remarks: ____________________

CERTIFICATE

This is to certify that the information contained in this schedule is correct and complete to the best of my knowledge and belief, and covers the period from ____________, 19____, to ____________, 19____

____
(Signature and official title of person furnishing the information)

____________________, 1936.
(Date of signature)

____
(Signature of enumerator)

B—37

U. S. GOVERNMENT PRINTING OFFICE 31497

4/3

UNITED STATES DEPARTMENT OF COMMERCE
Daniel C. Roper, Secretary

BUREAU OF THE CENSUS
William L. Austin, Director

CENSUS OF BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES

APRIL, 1937

UNITED STATES DEPARTMENT OF COMMERCE

Daniel C. Roper, Secretary

BUREAU OF THE CENSUS

William L. Austin, Director

CENSUS OF BUSINESS: 1935

Fred A. Gosnell, Chief Statistician
William A. Ruff, Assistant

The data in this volume measure the primary channels of distribution used by manufacturers in 1935 in the initial movement of goods from production to consumption, and supplement the reports on wholesale and retail distribution. The data on sales were gathered concurrently with Census of Manufactures data, but were compiled and published by the Census of Business.

This report was prepared under the supervision of John Guernsey, Distribution Economist for the Census Bureau, by John H. Frederick assisted by Dr. R. K Doten.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

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DISTRIBUTION OF MANUFACTURERS' SALES: 1935

SCOPE---Statistics for this particular phase of the Census of Business are compiled primarily to show, for the first stage in the distribution of manufactured goods, the proportion of goods sold 1/ or transferred by manufacturing plants directly to the following outlets or primary channels of distribution: (1) Manufacturers' own wholesale branches, (2) industrial and other large users, (3) wholesalers and jobbers, (4) manufacturers' own retail stores, (5) retailers of all types, (6) household consumers, (7) other plants in manufacturers' own organizations. The proportion of goods sold but not allocated to usual channels of distribution, and the proportion of sales negotiated through agents, brokers and commission houses, are also shown. The relative proportion of sales made through comparable channels in 1929, the last year for which similar statistics were compiled, is also shown wherever possible. 2/

This volume also shows, for the first time, the number of employees engaged in distribution activities and costs of distribution incurred at manufacturing plants including pay roll of distribution employees, traveling expenses of salesmen, advertising, credit and collection expense, bad debts and a portion of such overhead expenses as rent, interest and general administration allocated to distribution.

1/ Goods sold by manufacturing plants include those produced by the plants reporting as well as those purchased by them for sale without further processing.

2/ Figures for an industry in 1929 may not be comparable with the figures for that industry in 1935 for any of the following reasons: (1) A change in the number of products included in an industry or industry group, (2) a change in the method of reporting by individual plants due to a better understanding of the inquiry for 1935 or vice versa, (3) figures for a particular industry may not have been reported in 1929 or may have been combined with others in a "Miscellaneous" industry classification. In such cases no 1929 comparisons are shown.

This volume does not cover the sales or distribution expenses of manufacturers' own wholesale branches or retail stores. The former are included in the Wholesale Census and the latter in the Retail Census for 1935.

AREA AND PERIOD COVERED - The statistics on the distribution of manufacturers' sales were collected in 1936 concurrently with the biennial Census of Manufactures covering the activities of manufacturing plants in the 48 States and the District of Columbia during the calendar year 1935, or the business year which corresponded most nearly to that calendar year. The returns covered a year's operations, except for plants which began or discontinued manufacturing within the year. For such plants, reports were obtained, if possible, for the portions of the year for which they operated.

THE INQUIRY - Distribution of sales data were secured on a special schedule attached to those used by the Census of Manufactures. (A copy of the schedule used is included at the end of this volume.) The inquiry was uniform for all industries. Although it would have been more desirable to have used specially- worded inquiries for many of the industries, it was not practicable to do so.

Difficulty was encountered in compiling these statistics partly because the inquiry was not specially worded for each industry and partly because it was misinterpreted by some manufacturers. In order, therefore, to secure accurate statistics, it was necessary to correspond with 21,000 of the 134,392 manufacturers on whose returns this volume is based.

INDUSTRIES HAVING NO DISTRIBUTION-OF-SALES STATISTICS - For Census purposes, manufacturing activity is divided into 337 industry classifications, which in turn are organized under 16 industry groups. This volume covers the distribution of sales for 315 of these industries in the 16 industry groups. Distribution-of-sales figures were not compiled for the other industries for one or more of the following reasons: (1) No outside sales were made, the plants being maintained for the purpose of making repairs, such as railroad repair shops; (2) sales were made direct to users, the value of products in most instances comprising the sale of services, such as the engraving and lithographing industries; (3) the plants classified in a particular industry were engaged, for the most part, in performing labor on materials owned by others so that their sales represented the sales of services rather than commodities, such as the electroplating and galvanizing industries; (4) an industry was so dominated by the plants of one organization that to show distribution-of-sales figures would disclose individual operations.

The industries for which distribution-of-sales figures were not compiled are as follows:

- Textiles and Their Products
  - Rayon throwing and spinning - commission only
  - Silk throwing and spinning - commission only

- Printing and Publishing
  - Bookbinding and blank-book making
  - Engraving (other than steel, copperplate, or wood), chasing, etching, and die sinking
  - Engraving, steel, copperplate, and wood, and plate printing
  - Lithographing
  - Photo-engraving, not done in printing establishments
  - Printing and publishing, newspaper and periodical
  - Stereotyping and electrotyping, not done in printing establishments

- Products of Petroleum and Coal
  - Gas, manufactured, illuminating and heating

- Iron and Steel and Their Products
  - Galvanizing and other coating, done in plants not operated in connection with rolling mills

- Nonferrous Metals and Their Products
  - Electroplating

Transportation equipment, Air, Land, and Water
- Cars, electric and steam railroad, not built in railroad repair shops
- Locomotives (other than electric), not made in railroad repair shops
- Ship and boat building, steel and wooden, including repair work

Railroad Repair Shops, Electric and Steam

Miscellaneous Industries
- Photographic apparatus and materials and projection apparatus
- Cleaning and dyeing establishments
- Motion pictures, not including projection in theaters
- Power laundries
- Rug-cleaning establishments

SUMMARY OF CHANNELS USED, AND COMPARISION WITH 1929

The tables in this volume include data on the use of the various primary channels of distribution by 134,392 manufacturing plants 1/ in 1935. The selling value, at f.o.b. factory prices, of all goods sold or transferred during 1935 by these plants, amounted to $43,801,214,000. Of this amount $38,212,860,000 or 87.3 percent represents sales through channels of primary distribution; the remainder consists of interplant transactions, exports invoiced direct from plants and other sales not distributed through usual channels or not allocated.

Table A is a comparison of the primary channels of distribution used in 1935 with those used in 1929, by industry groups. Due to changes in the composition of the various industry groups between 1929 and 1935, and because certain industries were not comparable as between the two years (see note 2, Page 15), this table is confined to those industries in the various industry groups which were comparable for the two years. These industries comprise a total of 91,688 plants (68.3% of the plants reporting), with sales in 1935 of $26,328,269,000 or 69.0 percent of total distributed sales.

The individual industry tables in this volume, as well as the figures for the industry groups in Table A, reveal numerous changes in the relative importance of the primary channels of distribution used by certain industries, or group of industries, between 1929 and 1935. These changes are more important in some industries than in others, but when the industry groups are compared as a whole for 1935 and 1929 it

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1/ There were also 7,406 plants which reported no sales but the receipt of $490,618,000 for services performed in processing materials owned by others.

is apparent that there have been few changes of significance in the relative importance of the channels of primary distribution used by manufacturers as a whole.

For all the industries represented by Table A, the most important changes are the declines in the proportion of distributed sales to wholesalers and jobbers (31.8% in 1929 and 27.3% in 1935) and direct to industrial and other large users (26.0% in 1929 and 24.6% in 1935); as well as the increases in the proportion of distributed sales to manufacturers' own wholesale branches (18.0% in 1929 and 20.6% in 1935) and direct to retailers (20.0% in 1929 and 22.9% in 1935).

Table B is a summary, by industry groups, of the amount and proportion of sales made through the several primary channels of distribution in 1935. Considering all industries as a whole the various channels of primary distribution used by manufacturers in 1935, in order of their importance were:

	Percent of Total Net Sales
To industrial and other large users	24.5
To wholesalers and jobbers	23.2
To retailers of all types (including chain stores)	19.2
To own wholesale branches	17.1
To household consumers	1.8
To own retail stores	1.5

Of the 134,392 manufacturers represented in all industry groups 116,473 sold their products exclusively through their own sales organizations, they account for 91.0 percent of total sales. The remaining 9.0 percent of sales was made by 4,314 plants selling exclusively through agents, brokers, and commission houses and by 13,605 plants negotiating the sale of part of their output through such middlemen.

Table C is a summary, by industry groups, of the number of manufacturers using each of the several channels of primary distribution, and the number using any one channel exclusively in 1935.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

TABLE A.--COMPARISON BETWEEN CHANNELS OF PRIMARY DISTRIBUTION USED IN 1935 AND THOSE USED IN 1929, BY INDUSTRY GROUPS (1)

Industry Group	Total Distributed Sales, 1935		1935 Distributed Sales of Industries Comparable with 1929		Channels of Primary Distribution													
					Own Wholesale Branches		Industrial Users		Wholesalers and Jobbers		Own Retail Stores		Retailers		Household Consumers		Sales Negotiated Through Agents, etc.	
	Amount (add 000)	Number Plants	Amount (add 000)	Number Plants	Per-cent 1935	Per-cent 1929	Per-cent 1935	Per-cent 1929	Per-cent 1935	Per-cent 1929	Per-cent 1935	Per-cent 1929	Per-cent 1935	Per-cent 1929	Per-cent 1935	Per-cent 1929	Per-cent 1935	Per-cent 1929
ALL INDUSTRIES	$38,175,470	134,285	$26,328,269	91,688	20.6	18.0	24.6	26.0	27.3	31.8	2.2	2.4	22.9	20.0	2.4	1.8	8.3	7.4
Food and Kindred Products	9,450,989	47,992	8,084,630	40,159	21.5	24.6	7.9	6.9	28.5	31.6	3.8	3.2	33.2	29.2	5.1	4.5	14.0	12.1
Textiles and Their Products	5,323,427	16,665	1,111,209	4,679	4.8	5.8	16.9	13.0	15.3	22.4	5.1	4.6	55.3	50.8	2.6	3.4	5.9	4.8
Forest Products	1,528,578	15,661	1,436,220	15,309	5.9	4.5	32,0	38.8	27.1	30.2	1.3	1.2	29.6	24.5	4.1	0.8	15.1	12.1
Paper and Allied Products	1,291,557	2,919	1,291,557	2,919	5.8	3.8	54.9	51.8	32.4	39.1	--	--	6.8	5.3	0.1	(a)	5.5	8.0
Chemicals and Allied Products	2,583,174	7,269	1,028,492	3,353	20.2	12.2	30.9	33.5	31.0	39.1	0.3	0.5	15.3	12.7	2.3	2.0	14.6	16.1
Petroleum and Coal Products	1,831,104	676	1,665,073	415	64.3	60.1	10.0	8.5	19.6	18.6	4.4	7.6	1.6	5.2	0.1	(a)	1.3	2.4
Rubber	655,995	467	655,995	467	43.0	41.7	29.3	25.9	15.9	16.1	2.7	0.5	9.0	15.6	0.1	0.2	2.1	2.4
Leather and Its Manufactures	1,166,286	3,380	1,056,611	2,745	20.4	21.3	18.4	14.5	16.7	25.0	2.7	3.7	41.6	35.1	0.2	0.4	7.3	6.1
Stone, Clay, and Glass Products	885,533	5,629	577,924	3,547	28.3	4.9	31.6	36.3	18.8	49.8	0.3	0.1	16.9	6.2	4.1	2.7	7.4	8.3
Iron and Steel and Their Products	3,532,059	6,363	2,905,447	3,589	21.3	5.9	59.8	55.8	13.4	34.1	0.3	0.3	4.8	3.9	0.4	(a)	5.4	6.5
Nonferrous Metals and Their Products	1,560,844	4,757	697,858	2,859	6.8	5.9	61.1	56.3	20.6	27.8	0.2	0.3	10.4	8.2	0.9	1.5	6.9	4.4
Machinery	3,243,366	10,692	1,175,801	3,216	20.1	17.8	44.5	41.9	24.6	29.0	2.9	4.4	7.4	6.7	0.5	0.2	8.5	6.9
Transportation Equipment	2,913,924	1,133	2,876,030	1,012	19.4	17.0	21.8	24.3	26.3	27.5	0.4	1.9	31.4	29.1	0.7	0.2	0.9	1.0
Miscellaneous	2,208,634	10,682	1,765,422	7,419	4.4	5.9	6.6	9.0	72.6	67.0	0.6	0.6	13.9	14.8	1.9	2.7	2.6	2.7

(a) - Less than 1/10 of 1%

(1) - Table limited to industries which are directly comparable in 1935 and 1929

DISTRIBUTION OF MANUFACTURERS' SALES, 1935

TABLE B.--SUMMARY OF PRIMARY CHANNELS OF DISTRIBUTION, BY INDUSTRY GROUPS

(In two parts - continued below)

Industry Group	Plants Reporting	Total Net Sales	To Own Wholesale Branches		To Industrial and Other Large Users		To Wholesalers and Jobbers		To Own Retail Stores	
		(Add 000)	Amount (Add 000)	Percent of Sales	Amount (Add 000)	Percent of Sales	Amount (Add 000)	Percent of Sales	Amount (Add 000)	Percent of Sales
ALL INDUSTRIES	134,392	$43,801,214	$7,499,535	17.1	$10,742,251	24.5	$10,134,396	23.2	$629,139	1.5
Food and Kindred Products	47,992	10,489,531	2,014,241	19.2	711,775	6.8	2,900,070	27.6	312,268	3.0
Textiles and Their Products	16,665	5,879,082	384,816	6.5	1,306,963	22.2	1,403,728	23.9	70,122	1.2
Forest Products	15,661	1,694,131	101,588	6.0	506,360	29.9	415,538	24.5	17,974	1.1
Paper and Allied Products	2,919	1,521,719	74,911	4.8	708,344	46.6	418,802	27.5	--	--
Printing and Publishing	107	40,973	--	--	19,372	47.2	6,876	16.8	--	--
Chemicals and Allied Products	7,269	2,863,246	848,318	29.7	805,379	28.1	548,813	19.2	17,644	0.6
Products of Petroleum and Coal	676	2,148,246	1,117,867	51.9	231,250	10.8	360,753	16.8	72,784	3.4
Rubber Products	467	695,946	282,049	40.6	192,230	27.6	104,621	15.0	17,413	2.5
Leather and Its Manufactures	3,380	1,281,124	230,817	18.0	256,967	20.1	192,241	15.0	29,525	2.3
Stone, Clay, and Glass Products	5,629	950,520	252,534	26.5	302,093	31.8	172,947	18.2	1,634	0.2
Iron and Steel and Their Products	6,363	4,260,413	681,435	16.0	2,139,706	50.2	501,882	11.8	8,818	0.2
Nonferrous Metals and Their Products	4,757	1,627,090	152,676	9.4	1,077,573	66.2	203,888	12.5	2,976	0.2
Machinery	10,692	3,931,305	651,722	16.6	1,566,139	39.9	750,825	19.1	52,228	1.3
Transportation Equipment, Air, Land and Water	1,133	4,142,030	558,147	13.5	645,936	15.6	764,260	18.5	12,473	0.3
Miscellaneous	10,682	2,275,858	148,414	6.5	272,164	12.0	1,389,152	61.1	13,280	0.6

Industry Group	To Retailers		To Household Consumers		Total Distributed Sales		Transfer to Other Plants In Own Organization		Sales Not Distributed Through Usual Channels or Not Allocated		Sales Negotiated Through Agents, etc.	
	Amount (Add 000)	Percent of Sales	Amount (Add 000)	Percent of Sales	Amount (Add 000)	Percent of Sales	Amount (Add 000)	Percent of Sales	Amount (Add 000)	Percent of Sales	Amount (Add 000)	Percent of Sales
ALL INDUSTRIES	$8,412,051	19.2	$795,488	1.8	$38,212,860	87.3	$4,350,795	9.9	$1,237,559	2.8	$3,937,716	9.0
Food and Kindred Products	3,048,653	29.1	463,982	4.4	9,450,989	90.1	775,994	7.4	262,548	2.5	1,244,806	11.9
Textiles and Their Products	2,092,772	35.7	65,026	1.1	5,323,427	90.6	335,948	5.7	219,707	3.7	1,277,358	21.7
Forest Products	427,727	25.2	59,391	3.5	1,528,578	90.2	96,239	5.7	69,314	4.1	231,552	13.7
Paper and Allied Products	87,998	5.8	1,502	0.1	1,291,557	84.8	210,763	13.9	19,399	1.3	70,729	4.6
Printing and Publishing	7,074	17.3	4,068	9.9	37,390	91.2	1,020	2.5	2,563	6.3	686	1.7
Chemicals and Allied Products	308,520	10.8	54,500	1.9	2,583,174	90.3	204,320	7.1	75,752	2.6	277,941	9.7
Products of Petroleum and Coal	40,567	1.9	7,883	0.4	1,831,104	85.2	204,038	9.5	113,104	5.3	49,155	2.3
Rubber Products	58,951	8.5	731	0.1	655,995	94.3	22,524	3.2	17,427	2.5	13,669	2.0
Leather and Its Manufactures	454,198	35.4	2,538	0.2	1,166,286	91.0	84,814	6.6	30,024	2.4	83,729	6.5
Stone, Clay, and Glass Products	128,092	13.5	28,233	3.0	885,533	93.2	41,073	4.3	23,914	2.5	58,794	6.2
Iron and Steel and Their Products	186,104	4.4	14,114	0.3	3,532,059	82.9	667,109	15.7	61,245	1.4	199,711	4.7
Nonferrous Metals and Their Products	110,052	6.8	13,679	0.8	1,560,844	95.9	49,635	3.1	16,611	1.0	72,004	4.4
Machinery	201,504	5.1	20,948	0.5	3,243,366	82.5	552,930	14.1	135,009	3.4	274,804	7.0
Transportation Equipment, Air, Land and Water	913,090	22.0	20,018	0.5	2,913,924	70.4	1,060,564	25.6	167,542	4.0	25,224	0.6
Miscellaneous	346,749	15.2	38,875	1.7	2,208,634	97.1	43,824	1.9	23,400	1.0	57,554	2.5

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

TABLE C.--NUMBER OF PLANTS SELLING THROUGH VARIOUS DISTRIBUTION CHANNELS BY INDUSTRY GROUPS

Industry Group	Wholesale Branches		Industrial Users		Wholesalers and Jobbers		Own Retail Stores		Retailers		Household Consumers		Through Agents, etc.	
	Total	Selling Exclu-sively	Total	Selling Exclu-sively	Total	Selling Exclu-sively	Total	Selling Exclu-sively	Total	Selling Exclu-sively	Total	Selling Exclu-sively	Total	Selling Exclu-sively
ALL INDUSTRIES	6,160	2,814	42,650	23,247	47,192	20,117	7,185	3,047	52,743	22,740	30,968	12,865	17,919	4,314
Food and Kindred Products	2,229	908	4,452	641	14,672	5,948	5,821	2,522	23,419	8,472	20,758	9,201	4,379	1,412
Textiles and Their Products	532	366	3,347	1,950	5,656	2,967	284	151	9,079	6,470	1,253	505	3,050	985
Forest Products	358	142	6,355	3,718	6,271	3,303	293	99	4,633	2,114	2,910	1,001	2,546	977
Paper and Allied Products	115	52	1,770	878	1,216	470	--	--	674	172	33	4	377	27
Printing and Publishing	--	--	53	25	38	5	--	--	44	13	23	3	3	1
Chemicals and Allied Products	828	498	3,202	1,380	3,265	1,078	159	45	2,456	555	1,120	262	1,330	222
Products of Petroleum and Coal	238	68	304	74	330	102	66	1	145	26	107	6	110	19
Rubber Products	47	10	247	89	271	95	16	1	172	28	38	1	81	10
Leather and Its Manufactures	195	121	1,086	704	1,194	488	78	30	1,634	955	164	35	431	70
Stone, Clay, and Glass Products	311	182	2,598	1,400	1,630	582	62	34	1,598	635	1,456	842	641	66
Iron and Steel and Their Products	357	106	4,169	2,527	2,589	889	25	3	1,372	286	485	90	1,050	84
Nonferrous Metals and Their Products	125	56	2,503	1,634	1,712	748	50	27	1,468	649	541	183	487	53
Machinery	486	186	7,955	5,209	3,569	1,012	73	21	1,740	372	686	130	2,072	249
Transportation Equipment, Air, Land and Water	79	10	656	311	424	115	20	6	339	93	149	45	155	24
Miscellaneous	260	109	3,953	2,707	4,355	2,315	238	107	3,970	1,900	1,245	557	1,207	115

DISTRIBUTION EXPENSES; 1935

This is the first census in which the effort has been made to obtain figures on distribution expenses incurred at manufacturing plants. Many manufacturers do not have accounting systems showing these costs separately. There are also a number of factors which influence fluctuations in expense and there is a decided lack of uniformity in bookkeeping methods used by manufacturers. The result is that one plant may consider a certain item as an expense while another plant may either ignore it or classify it as something other than an expense. In some plants few or no records of distribution expenses are kept. In such instances figures reported were necessarily estimates. Because of the lack of uniformity among manufacturers in classifying and recording expense data, the accuracy of such data cannot be guaranteed, and any conclusions drawn from analysis of expenses must be made with this fact in mind. Expense data given in this volume are presented in the hope that they may be of some value in pointing out general relationships rather than as material the absolute accuracy of which can be guaranteed.

In reply to the inquiry on distribution expenses some plants were able to report a figure for distribution pay roll, but not for other distribution expenses. For other plants the opposite was the case. Of the total of 134,392 manufacturing plants, 53,623, or 39.9%, with total net sales of $21,417,603,000 (48.9% of total net sales in 1935) reported on both elements of distribution expense so that what may be considered a representative expense ratio can be computed for each industry as well as for each industry group. For the 53,623 plants there was an expense ratio of 9.4 percent divided into 4.1 percent distribution pay roll and 5.3 other distribution expenses. Table D summarizes distribution expenses incurred at manufacturing plants by industry groups. (In all cases the value of products transferred to other plants in own organizations were excluded in computing expense ratios.)

There is included in the distribution expenses of the 53,623 plants a total pay roll of $882,953,000 paid to 523,632 full-time and part-time officers and employees who devoted all or a major portion of their time to distribution activities. This total pay roll includes $352,659,000 paid to 191,853 full-time and part-time officers and employees who were also reported to the Census of Manufactures as engaged in production.

DISTRIBUTION OF MANUFACTURERS' SALES, 1935

TABLE D.--SUMMARY OF DISTRIBUTION EXPENSES, BY INDUSTRY GROUPS

Industry Group	Number of Plants Re-porting	1935 Sales (add 000)	Total Distribution Expenses		Distribution Pay Roll		Other Distribution Expenses	
			Amount (add 000)	Per-cent of Sales	Amount (add 000)	Per-cent of Sales	Amount (add 000)	Per-cent of Sales
ALL INDUSTRIES	53,623	$21,417,603	$2,006,544	9.4	$882,953	4.1	$1,123,591	5.3
Food and Kindred Products	17,735	6,313,182	594,775	9.4	261,213	4.1	333,562	5.3
Textiles and Their Products	8,197	2,853,334	248,993	8.7	127,588	4.5	121,405	4.2
Forest Products	4,516	871,330	99,660	11.4	47,816	5.5	51,844	5.9
Paper and Allied Products	1,353	768,209	65,321	8.5	30,740	4.0	34,581	4.5
Printing and Publishing	13	7,398	652	8.8	444	6.0	208	2.8
Chemicals and Allied Products	3,071	1,137,279	172,420	15.2	66,770	5.9	105,650	9.3
Products of Petroleum and Coal	249	277,248	20,543	7.4	7,157	2.6	13,386	4.8
Rubber Products	259	517,675	40,225	7.8	14,124	2.7	26,101	5.1
Leather and Its Manufactures	1,589	598,283	53,523	8.9	26,098	4.4	27,425	4.5
Stone, Clay, and Glass Products	1,944	373,420	43,741	11.7	21,356	5.7	22,385	6.0
Iron and Steel and Their Products	2,941	1,606,810	130,479	8.1	60,323	3.8	70,156	4.3
Nonferrous Metals and Their Products	1,939	640,133	58,384	9.1	28,441	4.4	29,943	4.7
Machinery	4,721	2,256,579	263,687	11.7	110,429	4.9	153,258	6.8
Transportation Equipment, Air, Land and Water	540	1,993,258	63,700	3.2	23,598	1.2	40,102	2.0
Miscellaneous	4,556	1,203,465	150,441	12.5	56,856	4.7	93,585	7.8

DEFINITIONS AND CLASSIFICATIONS

Since the gathering of this data was carried on concurrently with the Census of Manufactures for 1935, it was inexpedient to adapt the inquiry on the distribution of manufacturers' sales to each industry. A uniform schedule was, therefore, used even though the terminology might not apply in all cases. The same terminology is followed in the tables in this volume for the sake of uniformity and the terms used should be interpreted in accordance with the following definitions:

Distribution of Sales from Plants

1. Plants. This term signifies a single manufacturing plant or factory reporting net sales of $5,000 or more in 1935. 1/

2. Total Sales. The amounts reported under this head represent the net sales (gross sales less returns and allowances) or value of goods, f.o.b. factory, shipped or delivered during the year 1935 from the plants reporting, including purchased merchandise sold without processing. 2/ For census purposes, an attempt was made to eliminate those plants which indicated that their manufacturing activity was incidental to their merchandising business by reporting sales of purchased merchandise, which was then

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1/ The number of plants reporting distribution of sales in some industries will differ from the number reported by the Census of Manufactures for these industries. The Census of Manufactures includes all plants with production of $5,000 or over. Also, the distribution of sales reports for certain plants were transferred to the Wholesale and Retail Divisions of the Census of Business, (See note 3) and a few plants failed to submit a report of their sales and distribution activities, because reporting was not compulsory. The number that chose not to cooperate, however, was negligible.

2/ Sales differ from the value of products as reported by the Census of Manufactures for 1935 (which are preliminary and subject to change when shown in this volume) by three factors: (1) any difference between value of product and selling price; (2) sales from previous inventory, or products not sold during year of manufacture; (3) sales of purchased products sold without further processing.

sold without processing, in excess of $50,000, when this amount was fifty percent or more of their total sales. The Manufacturers' Distribution Reports of these plants were transferred to the Wholesale or Retail Divisions of the Census of Business, 1935, depending on the nature of their products and channels of primary distribution indicated.3/

3. Classification of industries. Each plant was assigned to some one industry classification by the Census of Manufactures on the basis of its products or group of products of chief value. Separate reports were occasionally obtained for different industries carried on in the same plant, in which event a single plant was counted as two or more plants. The sales of the products of any given industry may thus, on the one hand, include the sales of minor products normally classified under other industries, and, on the other hand, may not represent the sales of all the products normally belonging to the industry.

4. Own wholesale branches. The amounts reported as going to this channel represent the value of goods sold or transferred to the manufacturer's own wholesale branches storing goods and performing the functions of wholesale merchants in an industry, as well as to those where no stocks are carried and which are primarily selling offices acting as headquarters for salesmen, but not performing all functions of wholesaling in a particular industry.

3/ Reports for 1,123 plants with total sales of $379,694,000, of which $278,245,000 consisted of purchased merchandise sold without processing were transferred to the Wholesale Census. Reports for 312 plants with total sales of $26,193,000, of which $19,055,000 consisted of purchased merchandise sold without processing were transferred to the Retail Census.

5. *Industrial and other large users*. The amounts reported as going to this channel represent the sales by manufacturing plants of goods used in producing household consumers' goods or other industrial products and services. They also represent sales of all types of equipment, materials, and supplies necessary for the maintenance and operation of manufacturing or service establishments. Industrial users include manufacturers, railroads, utilities, government bodies, hotels, institutions, building and other contractors, and others (including physicians and dentists) who purchase manufactured and semi-manufactured products in quantities for *use* in carrying on business or industrial activities or to become a part of some product they may produce; rather than for consumption by individual household consumers, or for resale to them without some modification.

6. *Wholesalers and jobbers*. The amounts reported as going to this channel represent the sale of goods by manufacturing plants to dealers who purchase goods in substantial quantities for resale to other wholesale or retail merchants and to industrial users. Under this general designation are included full-service wholesalers and jobbers, converters, export merchants, and industrial distributors; as well as the wholesale units of cooperative or voluntary chains whether retailer or wholesaler operated.

7. *Own retail stores*. The amounts reported as going to this channel represent sales or transfers of goods by manufacturing plants to their own retail outlets. In some cases, particularly in the food industries, sales reported under this heading represent those made through a store on the same premises.

8. *Retailers*. The amounts reported as going to this channel represent sales by manufacturing plants direct to retail stores of all kinds, including chain stores, department stores, and mail-order houses.

9. Household consumers. The amounts reported as going to this channel include direct sales of manufacturing plants by mail, house-to-house canvassers, or at the factory, to the individual household consumer and to their own employees at retail. Sales direct to farmers are included in this category.

10. Transfer to other plants in own organization. The amounts reported under this designation are not sales in the strict sense of the term, but are transfers of semi-finished goods for further use in production; or of finished goods for sale by other plants under the same ownership. The transfer is often a book transaction and need not in every case involve a physical transfer of the merchandise.

11. Sales not allocated to usual channels. In some cases it was impossible for manufacturers to break down their sales by channels of distribution. This was particularly true in those trades where total sales were made through agents, brokers, and commission houses. In these instances the amounts are reported under this designation. Exports invoiced direct from the plant are also included here.

12. Sales negotiated through agents, brokers, and commission houses. Amounts reported under this designation represent that part of manufacturers' sales in a particular industry which were negotiated through one or more agencies, other than manufacturers' own sales forces. For census purposes these other agencies are defined as follows:

Agents are of two principal types (1) Manufacturers' agents are in business for themselves, operating independently of any manufacturer. They operate in a restricted territory and handle goods of two or more manufacturing concerns, generally on a commission basis. They do not take title to the goods. (2) Selling agents operate under contract with, but independently of, the manufacturer on a commission basis. These agents represent one or more manufacturers and normally handle the entire output of the manufacturers they represent. In addition to selling, these agents may help their clients financially.

Brokers act as agents and therefore do not take title to the goods they sell. Only in rare instances do they actually handle the goods sold. Brokers may represent either the seller (the manufacturer) or the buyer of goods.

Commission Houses in most cases actually handle the goods sold. They often combine wholesaling and commission dealing. They maintain ware houses, but in their capacity of commission houses do not always take title to the goods handled.

Distribution Expenses

1. Pay roll. These amounts represent salaries, wages, bonuses and commissions, paid to full-time and part-time officers and employees who devoted all or a major portion of their time, at the plants reporting, to distribution activities such as selling, advertising, sales promotion, credit, and the invoicing, installing and servicing of goods sold. Many plants were unable to segregate employees engaged in distribution from those engaged in production. In such cases certain employees were reported to the Census of Manufactures as engaged in production, as well as to the Census of Business as engaged in distribution activities.The number of such employees and pay roll so reported are shown for each industry. It is not possible to compute the average annual earnings of distribution employees, since no separate tabulation of full-time employees is available.

2. Other expense. These amounts reported are exclusive of production costs and do not include the expense of sales offices operated apart from the plant (the latter are included in the Wholesale Census as manufacturers'

sales branches if they carry stock and manufacturers' sales offices if they do not carry stock). They consist of traveling expenses of salesmen, advertising, credit, and collection expense, bad debts and the allocating of a portion of such overhead expenses as rent, interest and general administration.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

FOOD AND KINDRED PRODUCTS

Number of Plants
3,014

INDUSTRY (*)- BEVERAGES, NON-ALCOHOLIC

Total Sales Reported
$174,915,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929 (a)		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$174,915	100.0	xxxxx	3,014		xxxxx	5,154	
To own wholesale branches	5,897	3.4	3.4	49	11	3.9	150	No Information Available
To industrial and other large users	1,747	1.0	1.0	96	10	2.4	276	
To wholesalers and jobbers	17,628	10.1	10.3	327	86	26.3	720	
To own retail stores	1,962	1.1	1.1	26	13	1.5	144	
To retailers (including chain stores)	141,797	81.0	82.7	2,816	2,289	61.4	4,253	
To household consumers	2,572	1.5	1.5	344	33	4.5	1,031	
Total Distributed Sales	171,603	98.1	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	1,976	1.1	xxxxx	26	7	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	1,336	0.8	xxxxx	18	8			
Sales negotiated through agents, brokers, and commission houses	1,541	0.9	xxxxx	56	9			

(*) - The plants in this classification are engaged primarily in the production of carbonated beverages, cereal beverages and other non-alcoholic still beverages. It does not include the production of fruit and vegetable juices, which are classified in the canned fruits and vegetable industry. Prior to 1935, grape juice was treated as a product of this industry but is no longer so classified. The Census of Manufactures reports a preliminary value of products for this industry of $159,298,000 in 1935.

(1) - Includes $12,110,000 purchased merchandise sold without processing.

(a) - See note at bottom of page.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	2,194	$148,354(b)	$29,820	xxxxx	$14,472	xxxxx	$15,348	xxxxx	9,265	576	9,841
Pay roll only	312	16,148	1,776	11.1	1,776	11.1	xxxxx	xxxxx	1,301	58	1,359
Other expense only	480	15,514	1,690	10.9	xxxxx	xxxxx	1,690	10.9	xxxxx	xxxxx	xxxxx
Pay roll and other expense	1,402	116,692	26,354	22.9	12,696	11.0	13,658	11.9	7,964	518	8,482

(a) - Includes 3,334 full-time and part-time officers and employees, receiving $4,954,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $1,640,000 transferred to other plants in own organizations by 20 plants, excluded in computing percentages.

The proportion of 1929 sales in this industry are shown, even though they are not exactly comparable with the 1935 figures because grape juice producers are now excluded by the Census of Manufactures. Due to overlapping of production in the fruit juice industry it is difficult to segregate the sales of grape juice alone. It is estimated, however, that the sales of grape juice by the 13 leading producers totalled $2,037,000 in 1935 distributed approximately as follows: To industrial and other large users, 0.4 percent, wholesalers and jobbers, 47.6 percent, retailers 38.9 percent, and transfers to other plants in own organizations, 13.1 percent. These sales are not included in the $174,915,000 shown in Table 1.

FOOD AND KINDRED PRODUCTS

Number of Plants
18,821

INDUSTRY (*) - Bakery Products Other Than Biscuit and Crackers

Total Sales Reported
$1,081,147,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$1,081,147	100.0	xxxxx	18,821		xxxxx	16,061	
To own wholesale branches	26,795	2.5	2.5	203	50	2.4	287	45
To industrial and other large users	18,507	1.7	1.7	745	61	3.1	1,067	170
To wholesalers and jobbers	49,364	4.6	4.7	1,275	235	7.4	1,405	401
To own retail stores	170,256	15.7	16.1	3,983	1,913	11.1	2,047	811
To retailers (including chain stores)	545,934	50.4	51.5	7,961	2,524	50.8	6,418	2,180
To household consumers	249,448	23.1	23.5	12,070	7,452	25.2	11,427	6,862
Total Distributed Sales	1,060,304	98.0	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	15,856	1.5	xxxxx	159	15	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	4,987	0.5	xxxxx	83	61			
Sales negotiated through agents, brokers, and commission houses	--	--	xxxxx	--	--			

(*) - The Census of Manufactures reports a preliminary value of products for this industry of $1,038,719,000 in 1935.

(1) - Includes $21,478,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	12,641	$885,017 (b)	$160,800	xxxxx	$91,301	xxxxx	$69,499	xxxxx	54,410	11,254	65,664
Pay roll only	2,040	90,286	9,547	10.6	9,547	10.6	xxxxx	xxxxx	5,909	2,902	8,811
Other expense only	3,862	107,925	11,049	10.3	xxxxx	xxxxx	11,049	10.3	xxxxx	xxxxx	xxxxx
Pay roll and other expense	6,739	686,806	140,204	20.8	81,754	12.1	58,450	8.7	48,501	8,352	56,853

(a) - Includes 34,066 full-time and part-time officers and employees, receiving $49,353,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $14,191,000 transferred to other plants in own organizations by 140 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

FOOD AND KINDRED PRODUCTS

Number of Plants
334

INDUSTRY (*)- Biscuit and Crackers

Total Sales Reported
$191,712,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$191,712	100.0	xxxxx	334		xxxxx	375	
To own wholesale branches	67,193	35.0	40.4	70	33	53.4	82	37
To industrial and other large users	2,614	1.4	1.6	36	(a)	0.4	33	7
To wholesalers and jobbers	23,403	12.2	14.1	161	41	8.4	150	44
To own retail stores	370	0.2	0.2	13	3	3.0	19	5
To retailers (including chain stores)	71,289	37.1	42.9	226	91	34.6	254	117
To household consumers	1,280	0.7	0.8	48	10	0.2	38	11
Total Distributed Sales	166,149	86.6	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	23,708	12.4	xxxxx	25	5	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	1,855	1.0	xxxxx	14	2			
Sales negotiated through agents, brokers, and commission houses	4,202	2.2	xxxxx	28	(a)			

(a) - Not shown to avoid disclosure of individual operations.

(*) - The Census of Manufactures reports a preliminary value of products for this industry of $181,195,000 in 1935.

(1) - Includes $9,572,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	238	$127,824(b)	$19,270	xxxxx	$7,761	xxxxx	$11,509	xxxxx	4,222	293	4,515
Pay roll only	16	660	71	10.8	71	10.8	xxxxx	xxxxx	57	4	61
Other expense only	39	6,681	468	7.0	xxxxx	xxxxx	468	7.0	xxxxx	xxxxx	xxxxx
Pay roll and other expense	183	120,483	18,731	17.0	7,690	7.0	11,041	10.0	4,165	289	4,454

(a) - Includes 743 full-time and part-time officers and employees, receiving $1,194,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $10,135,000 transferred to other plants in own organizations by 20 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

FOOD AND KINDRED PRODUCTS

Number of Plants	INDUSTRY (*) - Butter	**Total Sales Reported**
3,408		$761,134,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$761,134	100.0	xxxxx	3,408		xxxxx	3,213	
To own wholesale branches	121,806	16.0	19.2	232	38	22.5	650	76
To industrial and other large users	31,944	4.2	5.0	368	14	2.6	410	14
To wholesalers and jobbers	228,332	30.0	35.9	2,082	299	39.6	1,916	291
To own retail stores	10,248	1.3	1.6	217	19	2.3	170	31
To retailers (including chain stores)	193,790	25.5	30.5	2,303	322	22.8	1,778	287
To household consumers	49,571	6.5	7.8	1,889	39	10.2	1,906	76
Total Distributed Sales	635,691	83.5	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	85,045	11.2	xxxxx	307	32	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	40,398	5.3	xxxxx	180	116			
Sales negotiated through agents, brokers, and commission houses	56,853	7.5	xxxxx	576	23			

(*) - The plants in this classification are those (not located on farms) engaged primarily in making butter. (Data in regard to the production of butter on farms are collected in connection with the quinquennial Census of Agriculture.) The Census of Manufactures reports a preliminary value of products for this industry of $501,216,000 in 1935.

(1) - Includes $38,063,000 purchased merchandise sold without processing, chiefly milk and cream. The difference between total sales reported and value of products in 1935 is largely accounted for by sales of milk and cream not reported by individual plants as "purchased merchandise sold without processing".

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	1,868	$554,529(b)	$30,019	xxxxx	$15,112	xxxxx	$14,907	xxxxx	10,224	982	11,206
Pay roll only	321	51,238	1,834	3.8	1,834	3.8	xxxxx	xxxxx	1,272	158	1,430
Other expense only	530	66,430	2,185	3.6	xxxxx	xxxxx	2,185	3.6	xxxxx	xxxxx	xxxxx
Pay roll and other expense	1,017	436,861	26,000	6.9	13,278	3.5	12,722	3.4	8,952	824	9,776

(a) - Includes 3,965 full-time and part-time officers and employees, receiving $5,141,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $68,988,000 transferred to other plants in own organizations by 216 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

FOOD AND KINDRED PRODUCTS

Number of Plants
2,659

INDUSTRY (*)- Canned and Dried Fruits and Vegetables

Total Sales Reported
$643,983,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$643,983	100.0	xxxxx	2,659		xxxxx	2,997	
To own wholesale branches	160,701	25.0	27.2	187	128	16.3	305	115
To industrial and other large users	13,118	2.0	2.2	257	64	4.0	334	109
To wholesalers and jobbers	343,688	53.4	58.1	2,051	1,440	67.6	2,445	1,405
To own retail stores	3,096	0.5	0.5	13	6	2.3	39	22
To retailers (including chain stores)	70,306	10.9	11.9	653	179	9.5	595	121
To household consumers	557	0.1	0.1	112	8	0.3	190	15
Total Distributed Sales	591,466	91.9	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	32,436	5.0	xxxxx	157	90	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	20,081	3.1	xxxxx	105	73			
Sales negotiated through agents, brokers, and commission houses	263,236	40.9	xxxxx	1,467	882			

(*) - The plants in this classification are engaged primarily in producing canned and dried fruits and vegetables and those processed in the manufacture of preserves, jellies, pickles, sauces, dressings, catsup, prepared mustard, etc; canned and bottled grape juice and other fruit juices. The Census of Manufactures reports a preliminary value of products for this industry of $649,644,000 in 1935. (The canning of meat and other products is classified in the Meat-packing industry; the manufacture of condensed and evaporated milk, sweetening sirups, and peanut butter; and the drying and packing of fruits on farms, are not included in this industry.)

(1) - Includes $13,433,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	1,459	$294,628(b)	$28,440	xxxxx	$9,422	xxxxx	$19,018	xxxxx	4,608	2,012	6,620
Pay roll only	178	28,198	783	2.8	783	2.8	xxxxx	xxxxx	635	245	880
Other expense only	547	62,354	3,613	6.0	xxxxx	xxxxx	3,613	6.0	xxxxx	xxxxx	xxxxx
Pay roll and other expense	734	204,076	24,044	12.0	8,639	4.3	15,405	7.7	3,973	1,767	5,740

(a) - Includes 2,431 full-time and part-time officers and employees, receiving $3,401,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $5,727,000 transferred to other plants in own organizations by 40 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

FOOD AND KINDRED PRODUCTS

Number of Plants
269

INDUSTRY (*)- Canned and Preserved Fish

Total Sales Reported
$66,026,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935 Amount of Net Sales (add 000)	1935 Percent Total Net Sales	1935 Percent Distributed Sales	1935 Number of Plants: Total	1935 Number of Plants: Selling Exclusively	1929 Percent Distributed Sales	1929 Number of Plants: Total	1929 Number of Plants: Selling Exclusively
Total for Industry	$66,026	100.0	xxxxx	269		xxxxx		
To own wholesale branches	11,164	16.9	17.6	19	14			
To industrial and other large users	1,377	2.1	2.2	27	10			
To wholesalers and jobbers	40,947	62.0	64.4	210	145			
To own retail stores	--	--	--	--	--			
To retailers (including chain stores)	10,011	15.2	15.7	74	20			
To household consumers	65	0.1	0.1	7	--			
Total Distributed Sales	63,564	96.3	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	720	1.1	xxxxx	9	6	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	1,742	2.6	xxxxx	14	6			
Sales negotiated through agents, brokers, and commission houses	38,582	58.4	xxxxx	146	85			

(*) - The plants in this classification are engaged primarily in canning, pickling, smoking, drying and boning fish, and in canning shrimps, oysters, clams, etc. The Census of Manufactures reports a preliminary value of products for this industry of $60,588,000 in 1935.

(1) - Includes $3,239,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense: Amount (add 000)	Total Reported Sales Expense: Percent of Net Sales	Pay Roll: Amount (add 000)	Pay Roll: Percent of Net Sales	Other Expense: Amount (add 000)	Other Expense: Percent of Net Sales	Employees (a): Male	Employees (a): Female	Employees (a): Total
Total Reported	157	$44,718(b)	$3,238	xxxxx	$949	xxxxx	$2,289	xxxxx	404	470	874
Pay roll only	26	8,494	236	2.8	236	2.8	xxxxx	xxxxx	104	391	495
Other expense only	50	6,613	684	10.3	xxxxx	xxxxx	684	10.3	xxxxx	xxxxx	xxxxx
Pay roll and other expense	81	29,611	2,318	7.8	713	2.4	1,605	5.4	300	79	379

(a) - Includes 255 full-time and part-time officers and employees, receiving $452,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $3,000 transferred to other plants in own organizations by 1 plant, excluded in computing percentages.

CENSUS OF
BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

FOOD AND KINDRED PRODUCTS

Number of Plants
110

INDUSTRY (*)- Cereal Preparations

Total Sales Reported
$143,011,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$143,011	100.0	xxxxx	110		xxxxx		
To own wholesale branches	27,132	19.0	24.7	9	3			
To industrial and other large users	1,874	1.3	1.7	18	7			
To wholesalers and jobbers	31,236	21.8	28.5	73	41			
To own retail stores	--	--	--	--	--			
To retailers (including chain stores)	49,011	34.3	44.6	48	13			
To household consumers	513	0.4	0.5	9	--			
Total Distributed Sales	109,766	76.8	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	32,623	22.8	xxxxx	9	3	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	622	0.4	xxxxx	6	2			
Sales negotiated through agents, brokers, and commission houses	9,942	7.0	xxxxx	38	12			

(*) - The plants in this classification are engaged primarily in making "breakfast foods", prepared flour (self-rising), coffee substitutes, and similar preparations from corn, oats, wheat, and other grains, milled by the establishment or from purchased grain-mill products. The Census of Manufactures reports a preliminary value of products for this industry of $146,681,000 in 1935.

(1) - Includes $865,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	84	$61,529(b)	$4,673	xxxxx	$1,019	xxxxx	$3,654	xxxxx	549	80	629
Pay roll only	9	4,404	82	2.3	82	2.3	xxxxx	xxxxx	34	2	36
Other expense only	19	5,161	1,275	24.7	xxxxx	xxxxx	1,275	24.7	xxxxx	xxxxx	xxxxx
Pay roll and other expense	56	51,964	3,316	13.7	937	3.9	2,379	9.8	515	78	593

(a) - Includes 197 full-time and part-time officers and employees, receiving $296,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $28,485,000 transferred to other plants in own organizations by 5 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

FOOD AND KINDRED PRODUCTS

Number of Plants
2,575

INDUSTRY (*)- Cheese

Total Sales Reported
$135,011,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$135,011	100.0	xxxxx	2,575		xxxxx		
To own wholesale branches	18,785	13.9	16.4	94	37			
To industrial and other large users	2,846	2.1	2.5	218	36			
To wholesalers and jobbers	77,964	57.8	67.9	2,241	1,803			
To own retail stores	1,327	1.0	1.2	28	9			
To retailers (including chain stores)	9,846	7.3	8.6	248	51			
To household consumers	3,900	2.9	3.4	245	8			
Total Distributed Sales	114,668	85.0	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	19,749	14.6	xxxxx	141	82	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	594	0.4	xxxxx	35	13			
Sales negotiated through agents, brokers, and commission houses	3,414	2.5	xxxxx	105	56			

(*) - The plants in this classification are those (not located on farms) engaged primarily in making cheese. The Census of Manufactures reports a preliminary value of products for this industry of $98,950,000 in 1935.

(1) - Includes $7,278,000 purchased merchandise sold without processing, chiefly milk and cream. The difference between total sales reported and value of products in 1935 is largely accounted for by sales of milk and cream not reported by individual plants as "purchased merchandise sold without processing".

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	613	$45,001 (b)	$3,459	xxxxx	$1,733	xxxxx	$1,726	xxxxx	1,248	94	1,342
Pay roll only	157	6,848	267	4.4	267	4.4	xxxxx	xxxxx	281	18	299
Other expense only	277	12,016	571	4.8	xxxxx	xxxxx	571	4.8	xxxxx	xxxxx	xxxxx
Pay roll and other expense	179	26,137	2,621	10.2	1,466	5.7	1,155	4.5	967	76	1,043

(a) - Includes 511 full-time and part-time officers and employees, receiving $644,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $1,452,000 transferred to other plants in own organizations by 19 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

FOOD AND KINDRED PRODUCTS

Number of Plants
1,293

INDUSTRY (*)- Confectionery

Total Sales Reported
$269,484,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$269,484	100.0	xxxxx	1,293		xxxxx	2,021	
To own wholesale branches	10,312	3.8	3.9	45	19	4.8	132	30
To industrial and other large users	3,133	1.2	1.2	48	--	1.3	151	--
To wholesalers and jobbers	145,699	54.0	55.1	644	227	54.4	922	281
To own retail stores	20,462	7.6	7.7	247	154	9.2	417	184
To retailers (including chain stores)	77,373	28.7	29.3	694	209	26.8	961	289
To household consumers	7,443	2.8	2.8	244	136	3.5	405	182
Total Distributed Sales	264,422	98.1	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	2,561	1.0	xxxxx	27	4	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	2,501	0.9	xxxxx	29	14			
Sales negotiated through agents, brokers, and commission houses	28,019	10.4	xxxxx	277	44			

(*) - The plants in this classification are engaged primarily in making candy of all kinds, confections, cake ornaments, popcorn balls and cakes, salted nuts, stuffed dates, and related products, not including chewing gum. (Plants engaged primarily in the manufacture of chewing gum and solid chocolate bars are classified in separate classifications, Chewing Gum and Chocolate and Cocoa products.) The Census of Manufactures reports a preliminary value of products for this industry of $259,889,000 in 1935.

(1) - Includes $4,692,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	929	$224,443(b)	$25,432	xxxxx	$11,415	xxxxx	$14,017	xxxxx	4,801	2,146	6,947
Pay roll only	101	14,679	761	5.3	761	5.3	xxxxx	xxxxx	307	275	582
Other expense only	240	16,218	1,292	8.0	xxxxx	xxxxx	1,292	8.0	xxxxx	xxxxx	xxxxx
Pay roll and other expense	588	193,546	23,379	12.2	10,654	5.6	12,725	6.6	4,494	1,871	6,365

(a) - Includes 1,899 full-time and part-time officers and employees, receiving $2,897,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $1,943,000 transferred to other plants in own organizations by 22 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

FOOD AND KINDRED PRODUCTS

Number of Plants
819

INDUSTRY (*)- Feeds, Prepared, For Animals and Fowls

Total Sales Reported
$319,090,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$319,090	100.0	xxxxx	819		xxxxx	750	
To own wholesale branches	9,363	2.9	3.2	37	8	4.7	79	21
To industrial and other large users	19,541	6.1	6.7	97	14	17.1	464	188
To wholesalers and jobbers	69,357	21.7	23.7	295	89	27.6	256	80
To own retail stores	15,847	5.0	5.4	102	21	9.2	106	20
To retailers (including chain stores)	147,891	46.4	50.3	401	86	41.4	302	60
To household consumers (a)	31,250	9.8	10.7	380	146	(b)	--	--
Total Distributed Sales	293,249	91.9	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	21,944	6.9	xxxxx	56	6	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	3,897	1.2	xxxxx	26	16			
Sales negotiated through agents, brokers, and commission houses	19,381	6.1	xxxxx	114	13			

(a) - Sales to farmers and other large users.
(b) - Sales to household consumers combined with sales to industrial users on account of incomplete reports.
(*) - The plants in this classification are engaged primarily in making feeds prepared from ground grain (either milled by the establishment or purchased) and other ingredients such as alfalfa, molasses, bone meal, etc. for animals and fowls. The Census of Manufactures reports a preliminary value of products for this industry of $288,662,000 in 1935.
(1) - Includes $29,346.000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	596	$258,702(b)	$15,692	xxxxx	$6,805	xxxxx	$8,887	xxxxx	3,406	533	3,939
Pay roll only	62	27,400	458	1.7	458	1.7	xxxxx	xxxxx	271	39	310
Other expense only	117	21,951	737	3.6	xxxxx	xxxxx	737	3.6	xxxxx	xxxxx	xxxxx
Pay roll and other expense	417	209,351	14,497	7.2	6,347	3.1	8,150	4.1	3,135	494	3,629

(a) - Includes 1,073 full-time and part-time officers and employees, receiving $1,832,000, who were reported to the Census of Manufactures as engaged in production.
(b) - Includes $9,292,000 transferred to other plants in own organizations by 45 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

FOOD AND KINDRED PRODUCTS

Number of Plants
2,076

INDUSTRY (*)- Flour and Other Grain-Mill Product

Total Sales Reported
$818,485,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$818,485	100.0	xxxxx	2,076		xxxxx	2,495	
To own wholesale branches	134,421	16.4	17.5	113	27	7.7	231	34
To industrial and other large users	159,994	19.5	20.8	306	43	23.5	1,728	533
To wholesalers and jobbers	267,313	32.7	34.7	866	136	40.3	988	139
To own retail stores	10,615	1.3	1.4	95	20	1.4	195	29
To retailers (including chain stores)	177,335	21.7	23.1	1,452	365	27.1	1,479	270
To household consumers	19,513	2.4	2.5	936	114	--	--	--
Total Distributed Sales	769,191	94.0	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	20,543	2.5	xxxxx	94	9	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	28,751	3.5	xxxxx	192	95			
Sales negotiated through agents, brokers, and commission houses	128,277	15.7	xxxxx	349	44			

(*) - The plants in this classification are engaged primarily in making flour and meal from wheat, corn, and other grains. (Mills whose principal products are the results of further manufacturing processes are classified elsewhere. For example: Those making cereal breakfast foods are classified in the "Cereal preparations" industry, and those making feeds are classified in the "Feeds, prepared, for animals and fowls" industry.) The Census of Manufactures reports a preliminary value of products for this industry of $853,219,000 in 1935.

(1) - Includes $49,096,000 purchased merchandise sold without processing and $387,000 received for services in processing materials owned by others.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	1,326	$632,897(b)	$29,377	xxxxx	$11,309	xxxxx	$18,068	xxxxx	5,746	716	6,462
Pay roll only	213	57,488	1,007	2.0	1,007	2.0	xxxxx	xxxxx	632	66	698
Other expense only	337	47,319	2,343	5.0	xxxxx	xxxxx	2,343	5.0	xxxxx	xxxxx	xxxxx
Pay roll and other expense	776	528,090	26,027	5.0	10,302	2.0	15,725	3.0	5,114	650	5,764

(a) - Includes 2,412 full-time and part-time officers and employees, receiving $3,831,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $14,452,000 transferred to other plants in own organizations by 67 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

FOOD AND KINDRED PRODUCTS

Number of Plants
2,465

INDUSTRY (*)- Ice Cream

Total Sales Reported
$258,291,00 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$258,291	100.0	xxxxx	2,465		xxxxx	3,150	
To own wholesale branches	16,944	6.6	7.1	123	29	10.4	238	38
To industrial and other large users	5,909	2.3	2.5	190	6	2.9	216	24
To wholesalers and jobbers	18,461	7.1	7.7	319	73	10.6	289	69
To own retail stores	27,624	10.7	11.5	590	200	4.7	379	148
To retailers (including chain stores)	142,579	55.2	59.4	1,590	585	60.4	1,775	721
To household consumers	28,244	10.9	11.8	1,093	340	11.0	1,791	904
Total Distributed Sales	239,761	92.8	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	14,095	5.5	xxxxx	181	12	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	4,435	1.7	xxxxx	57	47			
Sales negotiated through agents, brokers, and commission houses	2,069	0.8	xxxxx	33	3			

(*) - The plants in this classification are engaged primarily in making ice cream, water ices, sherbets, and frozen custards. The Census of Manufactures reports a preliminary value of products for this industry of $209,685,000 in 1935.

(1) - Includes $10,659,000 purchased merchandise sold without processing, chiefly milk and cream. The difference between total sales reported and value of products in 1935 is largely accounted for by sales of milk and cream not reported by individual plants as "purchased merchandise sold without processing".

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	1,747	$218,639(b)	$43,082	xxxxx	$18,477	xxxxx	$24,605	xxxxx	11,401	1,718	13,119
Pay roll only	206	16,113	1,524	9.8	1,524	9.8	xxxxx	xxxxx	1,025	193	1,218
Other expense only	400	20,309	2,394	11.9	xxxxx	xxxxx	2,394	11.9	xxxxx	xxxxx	xxxxx
Pay roll and other expense	1,141	182,217	39,164	22.8	16,953	9.9	22,211	12.9	10,376	1,525	11,901

(a) - Includes 4,282 full-time and part-time officers and employees, receiving $5,741,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $11,172,000 transferred to other plants in own organizations by 158 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

FOOD AND KINDRED PRODUCTS

Number of Plants
119

INDUSTRY (*)- Liquors, Distilled

Total Sales Reported
$148,334,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$148,334	100.0	xxxxx	119		xxxxx		
To own wholesale branches	68,455	46.2	51.4	21	15			
To industrial and other large users (a)	20,493	13.8	15.4	23	7			
To wholesalers and jobbers	40,703	27.4	30.6	75	44			
To own retail stores	--	--	--	--	--			
To retailers (including chain stores)	3,355	2.3	2.5	23	7			
To household consumers	70	(b)	0.1	3	--			
Total Distributed Sales	133,076	89.7	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	15,258	10.3	xxxxx	16	9	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	--	--	xxxxx	--	--			
Sales negotiated through agents, brokers, and commission houses	13,270	8.9	xxxxx	28	11			

(a) - In this industry blenders and rectifiers of distilled liquors and manufacturers of cordials and cocktails are considered to be industrial users.
(b) - Less than 1/10 of 1%.

(*) - The plants in this classification are engaged primarily in the production of distilled liquors. The Census of Manufactures reports a preliminary value of products for this industry of $154,955,000 in 1935.
(1) - Includes $464,000 purchased merchandise sold without processing. Internal-revenue taxes are included in selling prices.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	70	$59,847(b)	$3,317	xxxxx	$1,169	xxxxx	$2,148	xxxxx	484	61	545
Pay roll only	7	13,378	100	0.8	100	0.8	xxxxx	xxxxx	77	17	94
Other expense only	16	16,222	713	4.5	xxxxx	xxxxx	713	4.5	xxxxx	xxxxx	xxxxx
Pay roll and other expense	47	30,247	2,504	8.3	1,069	3.5	1,435	4.8	407	44	451

(a) - Includes 217 full-time and part-time officers and employees, receiving $339,000, who were reported to the Census of Manufactures as engaged in production.
(b) - Includes $1,602,000 transferred to other plants in own organizations by 6 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

FOOD AND KINDRED PRODUCTS

Number of Plants
663

INDUSTRY (*)- Liquors, Malt

Total Sales Reported
$595,677,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935 Amount of Net Sales (add 000)	1935 Percent Total Net Sales	1935 Percent Distributed Sales	1935 Number of Plants Total	1935 Number of Plants Selling Exclusively	1929 Percent Distributed Sales	1929 Number of Plants Total	1929 Number of Plants Selling Exclusively
Total for Industry	$595,677	100.0	xxxxx	663		xxxxx		
To own wholesale branches	50,780	8.5	8.9	90	15			
To industrial and other large users	8,497	1.4	1.5	38	--			
To wholesalers and jobbers	277,323	46.6	48.8	482	94			
To own retail stores	--	--	--	--	--			
To retailers (including chain stores)	225,265	37.8	39.7	491	91			
To household consumers	6,275	1.1	1.1	199	3			
Total Distributed Sales	568,140	95.4	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	15,341	2.6	xxxxx	11	1	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	12,196	2.0	xxxxx	39	24			
Sales negotiated through agents, brokers, and commission houses	17,703	3.0	xxxxx	55	12			

(*) - The plants in this classification are engaged primarily in the production of malt liquors. The Census of Manufactures reports a preliminary value of products for this industry of $419,133,000 in 1935.

(1) - Includes $2,447,000 purchased merchandise sold without processing. Internal-revenue taxes are included in selling prices.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense Amount (add 000)	Total Reported Sales Expense Percent of Net Sales	Pay Roll Amount (add 000)	Pay Roll Percent of Net Sales	Other Expense Amount (add 000)	Other Expense Percent of Net Sales	Employees (a) Male	Employees (a) Female	Employees (a) Total
Total Reported	582	$544,300(b)	$71,324	xxxxx	$19,338	xxxxx	$51,986	xxxxx	8,655	518	9,173
Pay roll only	35	23,097	749	3.2	749	3.2	xxxxx	xxxxx	262	5	267
Other expense only	74	58,826	7,938	13.5	xxxxx	xxxxx	7,938	13.5	xxxxx	xxxxx	xxxxx
Pay roll and other expense	473	462,377	62,637	13.9	18,589	4.1	44,048	9.8	8,393	513	8,906

(a) - Includes 3,239 full-time and part-time officers and employees, receiving $6,474,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $11,042,000 transferred to other plants in own organizations by 10 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

FOOD AND KINDRED PRODUCTS

Number of Plants
230

INDUSTRY (*)- Liquors, Rectified and Blended

Total Sales Reported
$213,083,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$213,083	100.0	xxxxx	230		xxxxx		
To own wholesale branches	86,736	40.8	41.9	32	17			
To industrial and other large users	12,829	6.0	6.2	23	11			
To wholesalers and jobbers	83,094	39.0	40.2	145	72			
To own retail stores	58	(a)	(a)	4	--			
To retailers (including chain stores)	24,218	11.4	11.7	106	33			
To household consumers	90	(a)	(a)	9	2			
Total Distributed Sales	207,025	97.2	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	4,569	2.1	xxxxx	7	6	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	1,489	0.7	xxxxx	8	3			
Sales negotiated through agents, brokers, and commission houses	21,496	10.1	xxxxx	42	13			

(a) - Less than 1/10 of 1%.

(*) - The plants in this classification are engaged primarily in the blending and rectifying of distilled liquors, either purchased or made by the plant reporting, and the manufacturing of cordials and cocktails. (It does not cover the bottling of liquors that are not rectified, blended, or otherwise processed.) The Census of Manufactures reports a preliminary value of products for this industry of $99,129,791 in 1935.

(1) - Includes $4,581,000 purchased merchandise sold without processing. Internal-revenue taxes are included in selling prices.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	177	$84,334	$8,472	xxxxx	$3,051	xxxxx	$5,421	xxxxx	1,379	282	1,661
Pay roll only	22	8,806	237	2.7	237	2.7	xxxxx	xxxxx	145	35	180
Other expense only	19	14,231	871	6.1	xxxxx	xxxxx	871	6.1	xxxxx	xxxxx	xxxxx
Pay roll and other expense	136	61,297	7,364	12.0	2,814	4.6	4,550	7.4	1,234	247	1,481

(a) - Includes 488 full-time and part-time officers and employees, receiving $980,000, who were reported to the Census of Manufactures as engaged in production.

CENSUS OF
BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

FOOD AND KINDRED PRODUCTS

Number of Plants
264

INDUSTRY (*)- Liquors, Vinous

Total Sales Reported
$31,847,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants: Total	Number of Plants: Selling Exclusively	Percent Distributed Sales	Number of Plants: Total	Number of Plants: Selling Exclusively
Total for Industry	$31,847	100.0	xxxxx	264		xxxxx		
To own wholesale branches	5,441	17.1	17.9	20	9			
To industrial and other large users	1,069	3.4	3.5	29	8			
To wholesalers and jobbers	18,117	56.8	59.6	154	75			
To own retail stores	211	0.7	0.7	17	5			
To retailers (including chain stores)	5,183	16.3	17.0	126	44			
To household consumers	390	1.2	1.3	52	8			
Total Distributed Sales	30,411	95.5	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	1,182	3.7	xxxxx	9	6	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	254	0.8	xxxxx	7	6			
Sales negotiated through agents, brokers, and commission houses	6,418	20.2	xxxxx	43	6			

(*) - The plants in this classification are engaged primarily in the production of vinous liquors. The Census of Manufactures reports a preliminary value of products for this industry of $35,072,000 in 1935.

(1) - Includes $358,000 purchased merchandise sold without processing. Internal-revenue taxes are included in selling prices.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	169	$22,144(b)	$3,748	xxxxx	$914	xxxxx	$2,834	xxxxx	589	68	657
Pay roll only	21	1,095	57	11.3	57	11.3	xxxxx	xxxxx	46	7	53
Other expense only	55	5,166	422	8.2	xxxxx	xxxxx	422	8.2	xxxxx	xxxxx	xxxxx
Pay roll and other expense	93	15,883	3,269	20.6	857	5.4	2,412	15.2	543	61	604

(a) - Includes 150 full-time and part-time officers and employees, receiving $236,000 who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $604,000 transferred to other plants in own organizations by 4 plants, excluded in computing percentages.

CENSUS OF BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

FOOD AND KINDRED PRODUCTS

Number of Plants
1,210

INDUSTRY (*)- Meat Packing, Wholesale

Total Sales Reported
$2,477,829,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$2,477,829	100.0	xxxxx	1,210		xxxxx	1,274	
To own wholesale branches	794,645	32.0	37.4	161	22	46.9	234	32
To industrial and other large users	80,795	3.3	3.8	262	18	3.1	272	27
To wholesalers and jobbers	369,134	14.9	17.4	445	80	17.8	518	98
To own retail stores	16,759	0.7	0.8	119	9	1.0	173	23
To retailers (including chain stores)	857,713	34.6	40.3	952	417	30.6	915	353
To household consumers	6,938	0.3	0.3	275	10	0.6	172	38
Total Distributed Sales	2,125,984	85.8	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	236,260	9.5	xxxxx	105	7	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	115,585	4.7	xxxxx	124	35			
Sales negotiated through agents, brokers, and commission houses	92,586	3.7	xxxxx	150	10			

(*) - The plants in this classification are engaged in both slaughtering cattle, hogs, sheep, or other animals and preserving all or a part of the raw stock by canning, salting, smoking, or otherwise curing it for the trade; in purchasing raw stock from slaughterhouses and preserving it; and in wholesale slaughtering only. The Census of Manufactures reports a preliminary value of products for this industry of $2,362,369,000 in 1935.

(1) - Includes $129,599,000 purchased merchandise sold without processing and $1,823,000 received for processing materials owned by others.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales(b) (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	994	$2,204,785	$84,521	xxxxx	$32,560	xxxxx	$51,961	xxxxx	16,243	1,851	18,094
Pay roll only	87	46,138	1,076	2.3	1,076	2.3	xxxxx	xxxxx	688	32	720
Other expense only	177	108,175	3,697	3.5	xxxxx	xxxxx	3,697	3.5	xxxxx	xxxxx	xxxxx
Pay roll and other expense	730	2,050,472	79,748	4.4	31,484	1.7	48,264	2.7	15,555	1,819	17,374

(a)- Includes 6,731 full-time and part-time officers and employees, receiving $10,313,000, who were reported to the Census of Manufactures as engaged in production.

(b)- Includes $224,879,000 transferred to other plants in own organizations by 92 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

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Chewing Gum

The plants in this classification are engaged primarily in making chewing gum, not including medicated chewing gum, from such materials as crude gum or chicle, paraffin, essential oils, flavoring extracts, etc. The Census of Manufactures reports a preliminary value of products for this industry of $47,766,000 in 1935.

Notes:

(a) - Includes $1,886,000 purchased merchandise sold without processing.
(b) - Sales to own wholesale branches combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.
(c) - and (d) - Transfers to other plants in same organization and sales to household consumers combined with sales not allocated to usual channels to avoid disclosure of individual operations.
(e) - Includes 289 full-time and part-time officers and employees, receiving $224,000, who were reported to the Census of Manufactures as engaged in production.

Chocolate and Cocoa

The plants in this classification are engaged primarily in the manufacture of chocolate from the cocoa bean, and the further manufacture of cocoa, cocoa butter, and other chocolate products.

Notes:

(a) - Includes $75,000 purchased merchandise sold without processing.
(b) - Less than 1/10 of 1%.
(c) - Includes $599,000 transferred to other plants in own organizations by 3 plants, excluded in computing expense ratio.
(d) - Includes 82 full-time and part-time officers and employees, receiving $174,000, who were reported to the Census of Manufactures as engaged in production.

Condensed and Evaporated Milk

The plants in this classification are engaged primarily in producing condensed milk, evaporated milk, powdered milk, sugar of milk; wet or dried casein (not plastic). The Census of Manufactures reports a preliminary value of products for this industry of $171,489,000 in 1935.

Notes:

(a) - Includes $3,360,000 purchased merchandise sold without processing.
(b) - Includes $7,163,000 transferred to other plants in own organizations by 26 plants, excluded in computing expense ratio.
(c) - Includes 334 full-time and part-time officers and employees, receiving $460,000, who were reported to the Census of Manufactures as engaged in production.

Corn Sirup, etc.

The plants in this classification are engaged primarily in making corn sirup, corn sugar, corn oil, and related products, such as corn-oil cake and meal; and starch of all kinds. The Census of Manufactures reports a preliminary value of products for this industry of $103,632,000 in 1935.

Notes:

(a) - Includes $604,000 purchased merchandise sold without processing.
(b) - Sales to own wholesale branches combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.
(c) - Includes $2,885,000 transferred to other plants in own organizations by 3 plants, excluded in computing expense ratio.
(d) - Includes 65 full-time and part-time officers and employees, receiving $163,000, who were reported to the Census of Manufactures as engaged in production.

Flavoring Extracts and Sirups

The plants in this classification are engaged primarily in making flavoring extracts, pastes and powders; sirups and fruit juices for soda-fountain use; colors for bakers and confectioners; concentrated fruit juices and flavoring sirups. The Census of Manufactures reports a preliminary value of products for this industry of $67,875,000 in 1935.

Notes:

(a) - Includes $2,409,000 purchased merchandise sold without processing.
(b) - Includes $837,000 transferred to other plants in own organizations by 3 plants, excluded in computing expense ratio.
(c) - Includes 525 full-time and part-time officers and employees, receiving $1,126,000, who were reported to the Census of Manufactures as engaged in production.

Food Preparations, Not Elsewhere Classified

The plants in this classification are engaged primarily in making any of a large group of food preparations which do not belong to any other classification. The Census of Manufactures reports a preliminary value of products for this industry of $222,606,000 in 1935.

Notes:

(a) - Includes $14,212,000 purchased merchandise sold without processing.
(b) - Includes $1,429,000 transferred to other plants in own organizations by 14 plants, excluded in computing expense ratio.
(c) - Includes 1,201 full-time and part-time officers and employees, receiving $2,161,000, who were reported to the Census of Manufactures as engaged in production.

CENSUS OF
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DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - FOOD AND KINDRED PRODUCTS

(Values expressed in thousands of dollars)

Channels of Primary Distribution	Chewing Gum	Chocolate and Cocoa Not including Confectionery	Condensed and Evaporated Milk	Corn Sirup Etc.	Flavoring Extracts and Sirups	Food Preparations Not elsewhere Classified
Total Net Sales for Industry	(a) $48,583	(a) $91,370	(a)$202,351	(a)$124,927	(a) $76,555	(a)$234,110
Total Number of Plants	26	44	422	36	408	993
To own wholesale branches	(b)	$5,047	$62,149	(b)	$5,875	$48,242
Percent of total sales		5.5	30.7		7.7	20.6
Number of plants selling		4	101		22	143
To industrial and other large users	--	$15,578	$19,630	$41,191	$9,614	$19,209
Percent of total sales	--	17.0	9.7	33.0	12.6	8.2
Number of plants selling	--	20	119	26	140	124
To wholesalers and jobbers	$44,318	$51,741	$58,431	$56,976	$17,558	$79,058
Percent of total sales	91.2	56.8	28.8	45.5	22.8	33.8
Number of plants selling	21	24	155	15	200	444
To own retail stores	--	--	$3,390	--	$2,106	$13,669
Percent of total sales	--	--	1.7	--	2.8	5.8
Number of plants selling	--	--	16	--	19	22
To retailers (including chain stores)	$3,652	$14,478	$22,603	$569	$11,162	$37,214
Percent of total sales	7.5	15.8	11.2	0.5	14.6	15.9
Number of plants selling	7	18	99	5	169	452
To household consumers	(c)	$16	$4,102	--	$768	$1,110
Percent of total sales		(b)	2.0	--	1.0	0.5
Number of plants selling		4	56	--	19	74
Total Distributed Sales	$47,970	$86,860	$170,305	$98,736	$47,083	$198,502
Transfer to other plants in same organization	(d)	$4,398	$29,287	$24,716	$29,074	$33,963
Percent of total sales		4.8	14.5	19.8	38.0	14.5
Number of plants selling		13	146	7	12	121
Sales not allocated to usual channels	$613	$112	$2,759	$1,475	$398	$1,645
Percent of total sales	1.3	0.1	1.4	1.2	0.5	0.7
Number of plants	5	3	32	5	19	23
Sales negotiated through agents, brokers, and commission houses: (Incl. above)	$2,736	$23,217	$11,672	$24,590	$4,437	$17,524
Percent of total sales	5.6	25.4	5.8	19.7	5.8	7.5
Number of plants using	9	18	47	13	62	158
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	18	21	54	7	191	432
Total net sales	$47,863	(c) $60,820	(b) $31,832	(c) $34,287	(b) $30,159	(b)$102,117
Total expenses	$11,415	$4,337	$2,616	$2,636	$6,930	$18,130
Percent of net sales	23.8	7.2	9.6	7.9	23.2	18.0
Pay roll	$1,742	$1,923	$1,062	$741	$3,106	$6,362
Other expenses	$9,673	$2,414	$1,554	$1,895	$3,824	$11,768
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	21	26	107	22	299	648
Total employees	982	979	801	303	1,557	3,808
Male	922	778	737	264	1,317	2,798
Female	60	201	64	39	240	1,010
Total pay roll	(e) $1,761	(d) $2,008	(c) $1,195	(d) $744	(c) $3,406	(c) $6,710

FOR COMPARISON	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Percent of Distributed Sales to:												
Own wholesale branches	(b)	--	5.8	--	36.5	35.9	(b)	--	12.5	8.0	24.3	24.2
Industrial users	--	0.2	17.9	19.6	11.5	6.0	41.7	43.8	20.4	9.9	9.7	11.7
Wholesalers and jobbers	92.4	86.1	59.6	66.0	34.3	42.4	57.7	55.0	37.3	62.7	39.8	44.3
Own retail stores	--	--	--	--	2.0	6.0	--	--	4.5	3.8	6.9	1.3
Retailers	7.6	13.7	16.7	14.4	13.3	6.5	0.6	1.8	23.7	13.9	18.7	17.6
Household consumers	--	--	(b)	--	2.4	3.2	--	--	1.6	1.7	0.6	0.9

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

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Ice

The Census of Manufactures reports a preliminary value of products for this industry of $128,610,000 in 1935.

Notes:

(a) - Includes $4,917,000 purchased merchandise sold without processing and $6,428,000 receipts from cold storage operations.
(b) - Includes $4,125,000 transferred to other plants in own organizations by 207 plants, excluded in computing expense ratio.
(c) - Includes 1,866 full-time and part-time officers and employees, receiving $2,145,000, who were reported to the Census of Manufactures as engaged in production.

Macaroni, Spaghetti, Vermicelli and Noodles

The plants in this classification are engaged primarily in making macaroni, spaghetti, vermicelli, noodles, and other alimentary pastes. The Census of Manufactures reports a preliminary value of products for this industry of $47,599,000 in 1935.

Notes:

(a) - Includes $821,000 purchased merchandise sold without processing.
(b) - Includes $22,000 transferred to other plants in own organization by 1 plant, excluded in computing expense ratio.
(c) - Includes 413 full-time and part-time officers and employees, receiving $635,000, who were reported to the Census of Manufactures as engaged in production.

Malt

The plants in this classification are engaged primarily in making malt, chiefly from barley, but to some extent from other grains. This classification covers malthouses operated by brewers, as well as those producing for sale. The Census of Manufactures reports a preliminary value of product for this industry of $75,118,000 in 1935.

Notes:

(a) - Includes $4,707,000 purchased merchandise sold without processing.
(b) - Sales to own wholesale branches combined with sales to industrial users to avoid disclosure of individual operations.
(c) - Includes $304,000 transferred to other plants in own organizations by 4 plants, excluded in computing expense ratio.
(d) - Includes 106 full-time and part-time officers and employees, receiving $526,000, who were reported to the Census of Manufactures as engaged in production.

Oleomargarine

The plants in this classification are engaged primarily in producing butter substitutes from vegetable oils or from mixtures of animal and vegetable oils and fats. The Census of Manufactures reports a preliminary value of products for this industry of $32,402,000 in 1935.

Notes:

(a) - Includes $806,000 purchased merchandise sold without processing.
(b) - Includes $2,807,000 transferred to other plants in own organizations by 5 plants, excluded in computing expense ratio.
(c) - Includes 119 full-time and part-time officers and employees, receiving $218,000, who were reported to the Census of Manufactures as engaged in production.

Poultry Killing, Dressing and Packing, Wholesale

The plants in this classification are engaged primarily in killing, dressing, and packing poultry (including canning for the wholesale trade). The Census of Manufactures reports a preliminary value of products for this industry of $92,944,000 in 1935.

Notes:

(a) - Includes $10,328,000 purchased merchandise sold without processing.
(b) - Includes $4,841,000 transferred to other plants in own organizations by 34 plants, excluded in computing expense ratio.
(c) - Includes 384 full-time and part-time officers and employees, receiving $432,000, who were reported to the Census of Manufactures as engaged in production.

Rice Cleaning and Polishing

The Census of Manufactures reports a preliminary value of products for this industry of $44,113,000 in 1935.

Notes:

(a) - Includes $548,000 purchased merchandise sold without processing.
(b) - Includes $771,000 transferred to other plants in own organizations by 5 plants, excluded in computing expense ratio.
(c) - Includes 119 full-time and part-time officers and employees, receiving $235,000, who were also reported to the Census of Manufactures as engaged in production.

CENSUS OF
BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - FOOD AND KINDRED PRODUCTS

(Values expressed in thousands of dollars)

Channels of Primary Distribution	Ice	Macaroni etc.	Malt	Oleomargarine	Poultry Killing, Dressing and Packing	Rice Cleaning and Polishing
Total Net Sales for Industry	(a) $152,868	(a) $48,001	(a) $77,020	(a) $34,530	(a) $142,700	(a) $45,389
Total Number of Plants	3,603	336	54	14	552	68
To own wholesale branches	$3,999	$2,572	(b)	$3,413	$46,409	$3,812
Percent of total sales	2.6	5.4		9.9	32.5	8.4
Number of plants selling	104	8		6	169	5
To industrial and other large users	$21,488	$1,731	$70,975	$2,122	$10,025	$630
Percent of total sales	14.1	3.6	92.1	6.1	7.0	1.4
Number of plants selling	894	43	43	6	54	9
To wholesalers and jobbers	$28,526	$23,820	$584	$20,633	$44,499	$36,836
Percent of total sales	18.7	49.6	0.8	59.8	31.2	81.2
Number of plants selling	1,063	169	6	14	227	60
To own retail stores	$6,762	$1,608	--	--	$386	--
Percent of total sales	4.4	3.3	--	--	0.3	--
Number of plants selling	191	17	--	--	20	--
To retailers (including chain stores)	$34,788	$16,644	$119	$5,453	$19,873	$424
Percent of total sales	22.7	34.7	0.2	15.8	13.9	0.9
Number of plants selling	1,525	210	5	11	220	13
To household consumers	$44,146	$623	--	$102	$1,065	--
Percent of total sales	28.9	1.3	--	0.3	0.7	--
Number of plants selling	2,327	65	--	5	107	--
Total Distributed Sales	$139,709	$46,998	$71,678	$31,723	$122,257	$41,702
Transfer to other plants in same organization	$8,081	$229	$5,159	$2,807	$17,351	$926
Percent of total sales	5.3	0.5	6.7	8.1	12.2	2.0
Number of plants selling	350	4	15	5	81	12
Sales not allocated to usual channels	$5,078	$774	$183	--	$3,092	$2,761
Percent of total sales	3.3	1.6	0.2	--	2.2	6.1
Number of plants	133	10	4	--	15	11
Sales negotiated through agents, brokers, and commission houses: (Incl. above)	$2,063	$4,896	$26,412	$2,178	$16,568	$24,988
Percent of total sales	1.3	10.2	34.3	6.3	11.6	55.1
Number of plants using	136	66	20	6	80	45
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	1,403	177	20	10	139	32
Total net sales	(b) $69,864	(b) $33,006	(c) $39,188	(b) $21,332	(b) $40,212	(b) $21,629
Total expenses	$16,738	$4,328	$1,679	$2,310	$2,541	$1,391
Percent of net sales	25.3	13.1	4.3	11.0	6.8	6.6
Pay roll	$9,548	$1,709	$769	$469	$1,230	$290
Other expenses	$7,190	$2,619	$910	$1,841	$1,311	$1,101
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	2,147	263	26	12	265	50
Total employees	10,761	1,312	201	304	1,131	215
Male	10,375	1,154	184	243	806	201
Female	386	158	17	61	325	14
Total pay roll	(c) $11,191	(c) $2,125	(d) $914	(c) $513	(c) $1,360	(c) $350

FOR COMPARISON	Ice 1935	Ice 1929	Macaroni 1935	Macaroni 1929	Malt 1935	Malt 1929	Oleomargarine 1935	Oleomargarine 1929	Poultry 1935	Poultry 1929	Rice 1935	Rice 1929
Percent of Distributed Sales to:												
Own wholesale branches	2.9	No comparable information	5.5	3.1		--	10.8	12.5	37.9	33.2	9.1	3.9
Industrial users	15.4		3.7	6.7	99.0	53.8	6.7	2.3	8.2	2.9	1.5	5.9
Wholesalers and jobbers	20.4		50.7	54.0	0.8	23.1	65.0	53.3	36.4	47.3	88.4	90.2
Own retail stores	4.8		3.4	--	--	--	--	--	0.3	1.0	--	--
Retailers	24.9		35.4	34.6	0.2	23.1	17.2	31.9	16.3	14.2	1.0	--
Household consumers	31.6		1.3	1.6	--	--	0.3	--	0.9	1.4	--	--

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NOTES FOR TABLE ON PAGE Page 53

Sausage, Meat Puddings, Headcheese, etc., and Sausage Casings, not made in Meat-Packing Establishments

The plants in this classification are engaged primarily in making sausage, meat puddings, headcheese, etc., and sausage casings. (Plants which are engaged primarily in slaughtering and which also manufacture sausage are classified in the "Meat-packing" industry.) The Census of Manufactures reports a preliminary value of products for this industry of $130,095,000 in 1935.

Notes:

(a) - Includes $7,416,000 purchased merchandise sold without processing.
(b) - Includes $1,457,000 transferred to other plants in own organizations by 7 plants, excluded in computing expense ratio.
(c) - Includes 895 full-time and part-time officers and employees, receiving $1,500,000, who were reported to the Census of Manufactures as engaged in production.

Shortenings, Cooking Oils, and Salad Oils

The plants in this classification are engaged primarily in the manufacture of shortenings (other than lard) compounded of both animal and vegetable oils and fats or of vegetable oils only, and of vegetable cooking oils and salad oils. The Census of Manufactures reports a preliminary value of products for this industry of $212,689,000 in 1935.

Notes:

(a) - Includes $2,829,000 purchased merchandise sold without processing.
(b) - Less than 1/10 of 1%.
(c) - Includes $14,983,000 transferred to other plants in own organizations by 14 plants, excluded in computing expense ratio.
(d) - Includes 39 full-time and part-time officers and employees, receiving $124,000, who were reported to the Census of Manufactures as engaged in production.

Sugar, Beet

The Census of Manufactures reports a preliminary value of products for this industry of $95,160,000 in 1935.

Notes:

(a) - Includes $939,000 purchased merchandise sold without processing.
(b) - Sales not allocated to usual channels combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.
(c) - Includes 122 full-time and part-time officers and employees, receiving $136,000, who were reported to the Census of Manufactures as engaged in production.

Sugar, Cane

The Census of Manufactures reports a preliminary value of products for this industry of $26,281,000 in 1935.

Notes:

(a) - Sales not allocated to usual channels combined with sales to industrial users to avoid disclosure of individual operations.
(b) - Includes $99,000 transferred to other plants in own organizations by 2 plants, excluded in computing expense ratio.
(c) - Includes 40 full-time and part-time officers and employees, receiving $41,000, who were reported to the Census of Manufactures as engaged in production.

Sugar Refining, Cane

The Census of Manufactures reports a preliminary value of products for this industry of $377,214,000 in 1935.

Notes:

(a) - Includes $458,000 purchased merchandise sold without processing.
(b) - Less than 1/10 of 1%.
(c) - Includes 319 full-time and part-time officers and employees, receiving $443,000, who were reported to the Census of Manufactures as engaged in production.

Vinegar and Cider

The Census of Manufactures reports a preliminary value of products for this industry of $8,518,000 in 1935.

Notes:

(a) - Includes $435,000 purchased merchandise sold without processing.
(b) - Sales to own retail stores combined with sales to household consumers to avoid disclosure of individual operations.
(c) - Includes $60,000 transferred to other plants in own organizations by 4 plants, excluded in computing expense ratio.
(d) - Includes 46 full-time and part-time officers and employees, receiving $82,000, who were reported to the Census of Manufactures as engaged in production.

CENSUS OF
BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - FOOD AND KINDRED PRODUCTS

(Values expressed in thousands of dollars)

Channels of Primary Distribution	Sausage	Shortenings Etc.	Sugar, Beet	Sugar, Cane	Sugar Refining (Cane)	Vinegar and Cider
Total Net Sales for Industry	(a) $140,515	(a) $211,766	(a) $120,765	$25,261	(a) $373,992	(a) $9,769
Total Number of Plants	764	48	78	73	18	126
To own wholesale branches	$35,122	$87,961	--	--	$92,927	$143
Percent of total sales	25.0	41.5	--	--	24.8	1.5
Number of plants selling	134	20	--	--	5	3
To industrial and other large users	$6,223	$24,301	$12,610	$16,589	$53,241	$331
Percent of total sales	4.4	11.5	10.4	65.7	14.2	3.4
Number of plants selling	53	20	46	47	9	18
To wholesalers and jobbers	$20,697	$37,682	$91,071	$4,807	$173,441	$7,629
Percent of total sales	14.7	17.8	75.5	19.0	46.5	78.0
Number of plants selling	186	31	68	32	13	99
To own retail stores	$5,425	--	--	$87	--	(b)
Percent of total sales	3.9	--	--	0.3	--	
Number of plants selling	79	--	--	3	--	
To retailers (including chain stores)	$56,464	$9,744	$7,747	$237	$53,238	$1,348
Percent of total sales	40.3	4.6	6.4	0.9	14.2	13.8
Number of plants selling	417	19	35	6	8	36
To household consumers	$3,388	$10	$488	$16	--	$29
Percent of total sales	2.4	(b)	0.4	0.1	--	0.3
Number of plants selling	147	6	19	5	--	9
Total Distributed Sales	$127,319	$159,698	$111,916	$21,736	$372,847	$9,480
Transfer to other plants in same organization	$12,576	$50,882	$8,849	$3,525	$16	$289
Percent of total sales	8.9	24.0	7.3	14.0	(b)	3.0
Number of plants selling	48	19	10	7	1	12
Sales not allocated to usual channels	$620	$1,186	(b)	(a)	$1,129	--
Percent of total sales	0.4	0.6			0.3	--
Number of plants	11	6			2	--
Sales negotiated through agents, brokers, and commission houses: (Incl. above)	$2,971	$28,906	$69,091	$12,888	$259,714	$2,966
Percent of total sales	2.1	13.6	57.2	51.0	69.4	30.4
Number of plants using	28	27	48	47	13	49
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	333	29	17	15	8	37
Total net sales	(b) $63,800	(c) $102,728	$40,071	(b) $3,909	$159,099	(c) $5,156
Total expenses	$7,239	$3,312	$3,800	$181	$2,523	$491
Percent of net sales	11.6	3.8	9.5	4.7	1.6	9.6
Pay roll	$4,106	$833	$174	$65	$606	$237
Other expenses	$3,133	$2,479	$3,626	$116	$1,917	$254
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	512	34	42	35	9	69
Total employees	2,882	467	145	70	423	145
Male	2,585	354	125	63	388	124
Female	297	113	20	7	35	21
Total pay roll	(c) $4,764	(d) $841	(c) $184	(c) $83	(c) $606	(d) $240

FOR COMPARISON	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Percent of Distributed Sales to:												
Own wholesale branches	27.6	6.0	55.1	78.9	--	--	--	--	24.9	26.1	1.5	2.8
Industrial users	4.9	3.6	15.2	6.1	11.3	6.1	76.3	55.9	14.3	8.5	3.5	10.6
Wholesalers and jobbers	16.3	24.5	23.6	13.6	81.4	93.9	22.1	43.9	46.5	53.3	80.5	71.5
Own retail stores	4.3	2.8	--	--	--	--	0.4	--	--	--	(b)	1.1
Retailers	44.2	59.6	6.1	1.4	6.9	--	1.1	0.2	14.3	12.1	14,2	12.9
Household consumers	2.7	3.5	(b)	--	0.4	--	0.1	--	--	--	0.3	1.1

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NOTES FOR TABLE ON PAGE Page 55

Paper, Fiber and Grass Carpets and Rugs

The plants in this classification are engaged primarily in making door mats, floor mattings, art squares, rugs and carpets, from such materials as twisted paper, wire grass, reeds and coir (cocoa fiber). The Census of Manufactures reports a preliminary value of products for this industry of $2,092,000 in 1935.

Notes:

(a) - Includes $9,000 purchased merchandise sold without processing.
(b) - Sales to industrial users combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.
(c) - Includes 14 full-time and part-time officers and employees, receiving $35,000, who were reported to the Census of Manufactures as engaged in production.

Rag Carpets and Rugs

The Census of Manufactures reports a preliminary value of products for this industry of $4,028,000 in 1935.

Notes:

(a) - Includes $186,000 purchased merchandise sold without processing.
(b) - Sales to own retail stores combined with sales to retailers, and sales not allocated to usual channels combined with sales to wholesalers and jobbers, both to avoid disclosure of individual operations.
(c) - Includes 138 full-time and part-time officers and employees, receiving $183,000, who were reported to the Census of Manufactures as engaged in production.
(d) - In 1929, sales to own wholesale branches were combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.

Wool Carpets and Rugs

The plants in this classification are engaged primarily in making wool carpets and rugs (other than rag), usually with a jute, a cotton, or a linen back. The Census of Manufactures reports a preliminary value of products for this industry of $115,257,000 in 1935.

Notes:

(a) - Sales to household consumers combined with sales to retailers, and transfers to other plants in same organization combined with sales to industrial users, both to avoid disclosure of individual operations.
(b) - Includes 126 full-time and part-time officers and employees, receiving $390,000, who were reported to the Census of Manufactures as engaged in production.

Woolen and Worsted Carpet Yarn

The Census of Manufactures reports a preliminary value of products for this industry of $6,211,000 in 1935.

Notes:

(a) - Includes $14,000 received for processing materials owned by others.
(b) - Includes 72 full-time and part-time officers and employees, receiving $142,000, who were reported to the Census of Manufactures as engaged in production.

Cordage and Twine

The plants in this classification are engaged primarily in making rope, cable, cordage, twine, binder twine, fish line, etc., braided or twisted, from hemp, flax, cotton, manilla, jute, paper, and other fiber. The Census of Manufactures reports a preliminary value of products for this industry of $46,739,000 in 1935.

Notes:

(a) - Includes $559,000 purchased merchandise sold without processing.
(b) - Less than 1/10 of 1%.
(c) - Includes $878,000 transferred to other plants in own organizations by 6 plants, excluded in computing expense ratio.
(d) - Includes 229 full-time and part-time officers and employees, receiving $498,000, who were reported to the Census of Manufactures as engaged in production.

Jute Goods

The plants in this classification are engaged primarily in making bagging for baling cotton; carpets and rugs; webbing, yarns, twine, etc., and other goods in which the material of chief value is jute fiber or jute yarn. The Census of Manufactures reports a preliminary value of products for this industry of $16,294,000 in 1935.

Notes:

(a) - Includes $348,000 purchased merchandise sold without processing.
(b) - Transfers to other plants in same organization combined with sales to industrial users, and sales not allocated to usual channels combined with sales to wholesalers and jobbers, both to avoid disclosure of individual operations.
(c) - Includes 15 full-time and part-time officers and employees, receiving $71,000, who were reported to the Census of Manufactures as engaged in production.

CENSUS OF BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - TEXTILES AND THEIR PRODUCTS

(Values expressed in thousands of dollars)

Channels of Primary Distribution	Paper, Fiber and Grass Carpets and Rugs	Rag Carpets and Rugs	Wool Carpets and Rugs	Woolen and Worsted Carpet Yarn	Cordage and Twine	Jute Goods
Total Net Sales for Industry	(a) $2,113	(a) $4,547	$104,406	(a) $14,395	(a) $50,334	(a) $16,565
Total Number of Plants	13	38	52	16	109	23
To own wholesale branches	--	--	$33,687	--	$9,855	--
Percent of total sales	--	--	32.3	--	19.6	--
Number of plants selling	--	--	6	--	14	--
To industrial and other large users	(b)	$104	$7,028	$14,395	$10,047	$13,365
Percent of total sales		2.3	6.7	100.0	20.0	80.7
Number of plants selling		4	16	16	56	18
To wholesalers and jobbers	$943	$133	$50,518	--	$21,464	$2,668
Percent of total sales	44.6	2.9	48.4	--	42.6	16.1
Number of plants selling	9	9	31	--	76	11
To own retail stores	--	(b)	--	--	--	--
Percent of total sales	--		--	--	--	--
Number of plants selling	--		--	--	--	--
To retailers (including chain stores)	$1,170	$898	$13,173	--	$3,942	$532
Percent of total sales	55.4	19.7	12.6	--	7.8	3.2
Number of plants selling	8	24	35	--	35	5
To household consumers	--	$3,412	(a)	--	$11	--
Percent of total sales	--	75.1		--	(b)	--
Number of plants selling	--	12		--	5	--
Total Distributed Sales	$2,113	$4,547	$104,406	$14,395	$45,319	$16,565
Transfer to other plants in same organization	--	--	(a)	--	$4,467	(b)
Percent of total sales	--	--		--	8.9	
Number of plants selling	--	--		--	11	
Sales not allocated to usual channels	--	(b)	--	--	$548	(b)
Percent of total sales	--		--	--	1.1	
Number of plants	--		--	--	10	
Sales negotiated through agents, brokers, and commission houses: (Incl. above)	$394	$73	$19,784	--	$10,361	$1,288
Percent of total sales	18.6	1.6	18.9	--	20.6	7.8
Number of plants using	4	7	14	--	37	7
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	5	13	21	8	50	8
Total net sales	$1,286	$3,903	$36,494	$12,000	(c) $26,730	$6,592
Total expenses	$282	$877	$3,042	$219	$2,172	$264
Percent of net sales	21.9	22.5	8.3	1.8	8.3	4.0
Pay roll	$92	$234	$879	$155	$856	$125
Other expenses	$190	$643	$2,163	$64	$1,316	$139
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	9	24	34	10	74	15
Total employees	43	176	289	81	445	31
Male	36	117	248	60	295	26
Female	7	59	41	21	150	5
Total pay roll	(c) $97	(c) $241	(b) $952	(b) $180	(d) $920	(c) $126

FOR COMPARISON	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Percent of Distributed Sales to:												
Own wholesale branches	--	No Comparable Information	--	(d)	32.3	No Comparable Information	--	No Comparable Information	21.7	21.5	--	No Comparable Information
Industrial users	--		2.3	1.5	6.7		100.0		22.2	15.5	80.7	
Wholesalers and jobbers	44.6		2.9	8.2	48.4		--		47.4	58.3	16.1	
Own retail stores	--		--	--	--		--		--	--	--	
Retailers	55.4		19.7	21.2	12.6		--		8.7	4.7	3.2	
Household consumers	--		75.1	69.1	--		--		(b)	--	--	

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NOTES FOR TABLE ON PAGE 57

Linen Goods

The plants in this classification are engaged primarily in making crash, towels, toweling, and other linen and cotton-and-linen mixed fabrics, yarns, thread, etc., in which the material of chief value is flax. The Census of Manufactures reports a preliminary value of products for this industry of $5,607,000 in 1935.

Notes:

(a) - Includes $145,000 purchased merchandise sold without processing.
(b) - Sales to own wholesale branches combined with sales to wholesalers and jobbers, and transfers to other plants in same organization combined with sales to industrial users, both to avoid disclosure of individual operations.
(c) - Includes 18 full-time and part-time officers and employees, receiving $69,000, who were reported to the Census of Manufactures as engaged in production.

Cotton Woven Goods (over 12" in width) and Cotton Felts (all widths)

The plants in this classification are engaged primarily in making all kinds of plain and fancy cotton woven fabrics in the gray, in the piece or otherwise, over 12" in width, and cotton felts, all widths.

Notes:

(a) - Includes $2,566,000 purchased merchandise sold without processing and $195,000 received for processing materials owned by others.
(b) - There were also 6 plants which made no sales but received $1,963,000 for processing materials owned by others.
(c) - Less than 1/10 of 1%.
(d) - Includes $12,371,000 transferred to other plants in own organizations by 26 plants, excluded in computing expense ratio.
(e) - Includes 442 full-time and part-time officers and employees, receiving $1,116,000, who were reported to the Census of Manufactures as engaged in production.

Cotton Narrow Fabrics

The plants in this classification are engaged primarily in making narrow woven fabrics in the gray (not over 12" in width), and braids of every description, woven belting and hose, elastic and nonelastic webbing, tape, trimmings, edgings, bindings, shoe laces, corset laces, wicks and wicking, etc.

Notes:

(a) - Includes $641,000 purchased merchandise sold without processing.
(b) - There were also 4 plants which made no sales but received $147,000 for processing materials owned by others.
(c) - Includes $284,000 transferred to other plants in own organizations by 3 plants, excluded in computing expense ratio.
(d) - Includes 147 full-time and part-time officers and employees, receiving $519,000, who were reported to the Census of Manufactures as engaged in production.

Cotton Yarn and Thread

The plants in this classification are engaged primarily in making cotton yarn in the gray, cotton thread in the gray, and dyed and finished cotton thread. Plants engaged primarily in spooling, twisting, warping or winding cotton yarn are also included in this industry.

Notes:

(a) - Includes $2,532,000 purchased merchandise sold without processing.
(b) - There were also 14 plants which made no sales but received $2,326,000 for processing materials owned by others.
(c) - Includes $10,683,000 transferred to other plants in own organizations by 22 plants, excluded in computing expense ratio.
(d) - Includes 228 full-time and part-time officers and employees, receiving $669,000, who were reported to the Census of Manufactures as engaged in production.

Fish Nets and Seines

Notes:

(a) - Includes $356,000 purchased merchandise sold without processing.
(b) - Sales to own wholesale branches and sales to retailers combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.
(c) - Transfers to other plants in same organization combined with sales to industrial users to avoid disclosure of individual operations.
(d) - Sales negotiated through agents, brokers, and commission houses omitted to avoid disclosure of individual operations.
(e) - Includes 15 full-time and part-time officers and employees, receiving $32,000, who were reported to the Census of Manufactures as engaged in production.

Yarn Dyeing and Finishing

The plants in this classification are engaged primarily in dyeing, bleaching or mercerizing yarn.

Notes:

(a) - Includes $5,630,000 purchased merchandise sold without processing and $9,204,000 received for processing materials owned by others.
(b) - There were also 78 plants which made no sales but received $7,232,000 for processing materials owned by others.
(c) - Includes $1,037,000 transferred to other plants in own organization by 1 plant, excluded in computing expense ratio.
(d) - Includes 124 full-time and part-time officers and employees, receiving $269,000, who were reported to the Census of Manufactures as engaged in production.

CENSUS OF BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - TEXTILES AND THEIR PRODUCTS

(Values expressed in thousands of dollars)

Channels of Primary Distribution	Linen Goods	Cotton Woven Goods Over 12" wide	Cotton Narrow Fabrics	Cotton Yarn and Thread	Fish Nets and Seines	Yarn Dyeing and Finishing
Total Net Sales for Industry	(a) $5,334	(a) $784,646	(a) $44,508	(a) $216,070	(a) $2,987	(a) $42,047
Total Number of Plants	12	(b) 663	(b) 164	(b) 344	11	(b) 53
To own wholesale branches	(b)	$35,095	$1,566	$19,445	(b)	--
Percent of total sales		4.5	3.5	9.0		--
Number of plants selling		32	7	15		--
To industrial and other large users	$2,662	$222,443	$22,613	$124,972	$536	$37,702
Percent of total sales	49.9	28.3	50.8	57.9	17.9	89.7
Number of plants selling	8	278	93	241	6	43
To wholesalers and jobbers	$2,379	$279,911	$13,097	$23,164	$1,778	$166
Percent of total sales	44.6	35.8	29.4	10.7	59.6	0.4
Number of plants selling	10	401	90	91	9	5
To own retail stores	--	$19	--	--	--	--
Percent of total sales	--	(c)	--	--	--	--
Number of plants selling	--	7	--	--	--	--
To retailers (including chain stores)	$286	$48,972	$5,039	$17,525	(b)	--
Percent of total sales	5.4	6.2	11.3	8.1		--
Number of plants selling	4	147	38	29		--
To household consumers	$7	$1,053	$67	--	$673	--
Percent of total sales	0.1	0.1	0.2	--	22.5	--
Number of plants selling	3	41	4	--	6	--
Total Distributed Sales	$5,334	$587,493	$42,382	$185,106	$2,987	$37,868
Transfer to other plants in same organization	(b)	$109,127	$661	$21,910	(c)	$3,370
Percent of total sales		13.9	1.5	10.1		8.0
Number of plants selling		90	7	49		7
Sales not allocated to usual channels	--	$88,026	$1,465	$9,054	--	$809
Percent of total sales	--	11.2	3.3	4.2	--	1.9
Number of plants	--	83	14	34	--	4
Sales negotiated through agents, brokers, and commission houses: (Incl. above)	$1,957	$445,696	$4,971	$92,933	(d)	$4,681
Percent of total sales	36.7	56.8	11.2	43.0		11.1
Number of plants using	6	429	39	178		12
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	7	126	65	81	5	30
Total net sales	$1,274	(d) $122,316	(c) $25,835	(c) $57,785	$1,847	(c) $33,283
Total expenses	$297	$5,894	$2,206	$3,350	$182	$1,279
Percent of net sales	23.3	4.9	8.6	6.4	9.9	4.0
Pay roll	$90	$3,164	$1,311	$1,572	$93	$544
Other expenses	$207	$2,730	$895	$1,778	$89	$735
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	9	335	115	176	9	35
Total employees	35	3,380	706	1,964	75	328
Male	27	2,047	333	1,228	37	197
Female	8	1,333	373	736	38	131
Total pay roll	(c) $90	(e) $4,780	(d) $1,417	(d) $1,991	(e) $145	(d) $544

FOR COMPARISON	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Percent of Distributed Sales to:												
Own wholesale branches	--	No comparable information	6.0	No comparable information	3.7	No comparable information	10.5	No comparable information	--	No comparable information	--	No comparable information
Industrial users	49.9		37.9		53.3		67.5		17.9		99.6	
Wholesalers and jobbers	44.6		47.6		30.9		12.5		59.6		0.4	
Own retail stores	--		(c)		--		--		--		--	
Retailers	5.4		8.3		11.9		9.5		--		--	
Household consumers	0.1		0.2		0.2		--		22.5		--	

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NOTES FOR TABLE ON PAGE 59

Cotton Fabric Dyeing and Finishing

The plants in this classification are engaged primarily in bleaching, dyeing, finishing, printing or otherwise converting cotton woven fabrics.

Notes:

(a) Includes $622,000 purchased merchandise sold without processing and $23,193,000 received for processing materials owned by others.
(b) - There were also 144 plants which made no sales but received $71,932,000 for processing materials owned by others.
(c) - Sales to own retail stores combined with sales to retailers, and sales to household consumers combined with sales to industrial users, both to avoid disclosure of individual operations.
(d) - Includes $1,663,000 transferred to other plants in own organizations by 6 plants, excluded in computing expense ratio.
(e) - Includes 146 full-time and part-time officers and employees, receiving $425,000, who were reported to the Census of Manufactures as engaged in production.

Rayon and Silk Fabric Dyeing and Finishing

The plants in this classification are engaged primarily in bleaching, dyeing, finishing, printing, or otherwise converting rayon or silk fabrics. (Plants engaged primarily in dyeing and finishing knit goods are not included in this classification.)

Notes:

(a) - Includes $2,254,000 received for processing materials owned by others.
(b) - There were also 113 plants which made no sales but received $46,718,000 for processing materials owned by others.
(c) - Includes $1,096,000 transferred to other plants in own organizations by 2 plants, excluded in computing expense ratio.
(d) - Includes 35 full-time and part-time officers and employees, receiving $124,000, who were reported to the Census of Manufactures as engaged in production.

Felt Goods, Except Woolen Felt

The plants in this classification are engaged primarily in making felt goods of wool, hair, or jute, by heat, moisture, or pressure, or by the needle-loom process. The Census of Manufactures reports a preliminary value of products for this industry of $23,697,000 in 1935.

Notes:

(a) - Includes $23,000 purchased merchandise sold without processing.
(b) - Sales to household consumers and sales not allocated to usual channels combined with sales to industrial users to avoid disclosure of individual operations.
(c) - Includes $1,304,000 transferred to other plants in own organizations by 9 plants, excluded in computing expense ratio.
(d) - Includes 59 full-time and part-time officers and employees, receiving $145,000, who were reported to the Census of Manufactures as engaged in production.

Fur-Felt Hats

The plants in this classification are engaged primarily in making stiff and soft hats and hat bodies chiefly from hatters' fur, for men, women, and children. The Census of Manufactures reports a preliminary value of products for this industry of $55,907,000 in 1935.

Notes:

(a) - Includes $1,034,000 purchased merchandise sold without processing and $312,000 received for processing materials owned by others.
(b) - There were also 5 plants which made no sales but received $288,000 for processing materials owned by others.
(c) - Includes $127,000 transferred to other plants in own organizations by 2 plants, excluded in computing expense ratio.
(d) - Includes 176 full-time and part-time officers and employees, receiving $382,000, who were reported to the Census of Manufactures as engaged in production.

Wool-Felt Hats

The plants in this classification are engaged primarily in making men's, women's, and children's hats and hat bodies, chiefly of wool, wool noils, wool shoddy, etc. The Census of Manufactures reports a preliminary value of products for this industry of $11,185,000 in 1935.

Notes:

(a) - Includes $35,000 purchased merchandise sold without processing.
(b) - Sales negotiated through agents, brokers, and commission houses omitted to avoid disclosure of individual operations.
(c) - Includes 4 full-time and part-time officers and employees, receiving $4,000, who were reported to the Census of Manufactures as engaged in production.

Straw Hats, Men's

The plants in this classification are engaged primarily in making men's straw hats and the bleaching and finishing of Panama and other straw hats. (Trimmed hats for women and children are classified in the "Millinery" industry.) The Census of Manufactures reports a preliminary value of products for this industry of $12,369,000 in 1935.

Notes:

(a) - Includes $76,000 purchased merchandise sold without processing and $37,000 received for processing materials owned by others.
(b) - There were also 12 plants which made no sales but received $2,624,000 for processing materials owned by others.
(c) - Includes 39 full-time and part-time officers and employees, receiving $103,000, who were reported to the Census of Manufactures as engaged in production.

CENSUS OF BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - TEXTILES AND THEIR PRODUCTS

(Values expressed in thousands of dollars)

Channels of Primary Distribution	Cotton Fabric Dyeing and Finishing	Rayon and Silk Fabric Dyeing and Finishing	Felt Goods, except Woven Felt	Fur-Felt Hats	Wool-Felt Hats	Straw Hats, Men's
Total Net Sales for Industry	(a) $114,544	(a) $20,507	(a) $23,509	(a) $55,458	(a) $11,374	(a) $9,635
Total Number of Plants	(b) 96	(b) 33	40	(b) 144	14	(b) 38
To own wholesale branches	$6,532	--	$8,791	$1,104	--	--
Percent of total sales	5.7	--	37.4	2.0	--	--
Number of plants selling	10	--	11	4	--	--
To industrial and other large users	$47,354	$8,108	$3,768	$3,419	$4,181	--
Percent of total sales	41.3	39.6	16.0	6.2	36.7	--
Number of plants selling	42	15	23	12	5	--
To wholesalers and jobbers	$42,111	$9,848	$7,921	$19,160	$5,423	$3,507
Percent of total sales	36.7	48.0	33.7	34.5	47.7	36.4
Number of plants selling	44	14	20	75	8	24
To own retail stores	(c)	--	--	$1,181	--	--
Percent of total sales		--	--	2.1	--	--
Number of plants selling		--	--	11	--	--
To retailers (including chain stores)	$5,238	--	$1,341	$29,706	$1,770	$6,128
Percent of total sales	4.6	--	5.7	53.6	15.6	63.6
Number of plants selling	19	--	12	75	7	23
To household consumers	(c)	--	(b)	$63	--	--
Percent of total sales		--		0.1	--	--
Number of plants selling		--		6	--	--
Total Distributed Sales	$101,235	$17,956	$21,821	$54,633	$11,374	$9,635
Transfer to other plants in same organization	$12,890	$2,551	$1,688	$825	--	--
Percent of total sales	11.3	12.4	7.2	1.5	--	--
Number of plants selling	20	5	10	4	--	--
Sales not allocated to usual channels	$419	--	(b)	--	--	--
Percent of total sales	0.4	--		--	--	--
Number of plants	8	--		--	--	--
Sales negotiated through agents, brokers, and commission houses: (Incl. above)	$34,836	--	$1,424	$2,111	(b)	$357
Percent of total sales	30.4	--	6.1	3.8		3.7
Number of plants using	28	--	9	17		8
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	35	13	18	70	2	17
Total net sales	(d) $63,422	(c) $6,196	(c) $12,018	(c) $36,120	$210	$5,377
Total expenses	$2,864	$382	$913	$3,821	$19	$621
Percent of net sales	4.5	7.5	7.8	10.6	9.1	11.6
Pay roll	$1,195	$234	$536	$1,888	$9	$369
Other expenses	$1,669	$148	$377	$1,933	$10	$252
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	51	21	27	110	4	27
Total employees	386	100	179	769	5	418
Male	264	73	142	654	4	402
Female	122	27	37	115	1	16
Total pay roll	(e) $1,205	(d) $284	(d) $549	(d) $1,929	(c) $10	(c) $685

FOR COMPARISON	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Percent of Distributed Sales to:		No comparable information		No comparable information		No comparable information				No comparable information		No comparable information
Own wholesale branches	6.5		--		40.3		2.0	5.3	--		--	
Industrial users	46.7		45.2		17.3		6.3	5.5	36.7		--	
Wholesalers and jobbers	41.6		54.8		36.3		35.1	31.4	47.7		36.4	
Own retail stores	--		--		--		2.2	4.1	--		--	
Retailers	5.2		--		6.1		54.3	53.5	15.6		63.6	
Household consumers	--		--		--		0.1	0.2	--		--	

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

TEXTILES AND THEIR PRODUCTS

Number of Plants
642 (1)

INDUSTRY (*)- Hosiery

Total Sales Reported
$368,101,000 (2)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$368,101	100.0	xxxxx	642		xxxxx		
To own wholesale branches	17,638	4.8	5.3	17	5			
To industrial and other large users	22,804	6.2	6.9	99	58			
To wholesalers and jobbers	118,793	32.3	35.9	386	192			
To own retail stores	447	0.1	0.1	6	1			
To retailers (including chain stores)	162,830	44.2	49.4	296	95			
To household consumers	8,044	2.2	2.4	65	3			
Total Distributed Sales	330,556	89.8	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	26,121	7.1	xxxxx	43	33	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	11,424	3.1	xxxxx	43	27			
Sales negotiated through agents, brokers, and commission houses	91,183	24.8	xxxxx	242	98			

(*) - The plants in this classification are engaged in making hosiery, without regard to the kind of yarn used, which may be of cotton, rayon, silk, wool, or other fiber, or of any mixture of fibers.

(1) - There were also 55 plants which made no sales but received $4,082,000 for processing materials owned by others.

(2) - Includes $10,273,000 purchased merchandise sold without processing and $2,502,000 received for processing materials owned by others.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	349	$225,579(b)	$15,562	xxxxx	$8,287	xxxxx	$7,275	xxxxx	1,844	904	2,748
Pay roll only	47	28,485	392	1.4	392	1.4	xxxxx	xxxxx	121	44	165
Other expense only	116	40,885	1,401	3.5	xxxxx	xxxxx	1,401	3.5	xxxxx	xxxxx	xxxxx
Pay roll and other expense	186	156,209	13,769	8.9	7,895	5.1	5,874	3.8	1,723	860	2,583

(a) - Includes 677 full-time and part-time officers and employees, receiving $1,475,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $1,327,000 transferred to other plants in own organizations by 7 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

TEXTILES AND THEIR PRODUCTS

Number of Plants
189 (1)

INDUSTRY (*)- Knitted Cloth

Total Sales Reported
$63,284,000 (2)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$63,284	100.0	xxxxx	189		xxxxx		
To own wholesale branches	(a)	--	--	--	--			
To industrial and other large users	33,720	53.2	59.9	97	70			
To wholesalers and jobbers	17,758	28.1	31.5	94	51			
To own retail stores	--	--	--	--	--			
To retailers (including chain stores)	4,796	7.6	8.5	41	9			
To household consumers	70	0.1	0.1	9	--			
Total Distributed Sales	56,344	89.0	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	2,728	4.3	xxxxx	9	4	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	4,212	6.7	xxxxx	7	4			
Sales negotiated through agents, brokers, and commission houses	7,196	11.4	xxxxx	42	12			

(a) - Sales to own wholesale branches combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.

(*) - The plants in this classification are engaged primarily in making knitted cloth (Jersey cloth, rayon tubing, corset cloth, etc.) and all other machine-knit goods not elsewhere classified. Yarn used may be of cotton, rayon, silk, wool, or other fiber, or of any mixture of fibers.

(1) - There were also 22 plants which made no sales but received $967,000 for processing materials owned by others.

(2) - Includes $91,000 purchased merchandise sold without processing and $346,000 received for processing materials owned by others.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	149	$49,034(b)	$2,295	xxxxx	$1,065	xxxxx	$1,230	xxxxx	410	122	532
Pay roll only	13	2,494	76	3.0	76	3.0	xxxxx	xxxxx	23	7	30
Other expense only	45	7,978	339	4.7	xxxxx	xxxxx	339	4.7	xxxxx	xxxxx	xxxxx
Pay roll and other expense	91	38,562	1,880	4.9	989	2.6	891	2.3	387	115	502

(a) - Includes 94 full-time and part-time officers and employees, receiving $306,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $1,096,000 transferred to other plants in own organization by 4 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

TEXTILES AND THEIR PRODUCTS

Number of Plants
645 (1)

INDUSTRY (*)- Knitted Outwear

Total Sales Reported
$137,262,000 (2)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$137,262	100.0	xxxxx	645		xxxxx		
To own wholesale branches	10,727	7.8	7.9	18	9			
To industrial and other large users	10,851	7.9	8.0	32	11			
To wholesalers and jobbers	54,275	39.5	40.0	373	237			
To own retail stores	763	0.6	0.6	14	2			
To retailers (including chain stores)	56,279	41.0	41.4	335	190			
To household consumers	2,836	2.1	2.1	41	16			
Total Distributed Sales	135,731	98.9	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	(a)	--	xxxxx	--	--	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	1,531	1.1	xxxxx	22	16			
Sales negotiated through agents, brokers, and commission houses	26,839	19.6	xxxxx	144	42			

(a) - Transfers to other plants in own organization combined with sales to industrial users to avoid disclosure of individual operations.

(*) - The plants in this classification are engaged primarily in making knitted outwear (sweaters, bathing suits, gloves and mittens, dresses and suits, etc.) on knitting machines. Yarn used may be of cotton, rayon, silk, wool, or other fiber, or of any mixture of fibers.

(1) - There were also 108 plants which made no sales but received $3,363,000 for processing materials owned by others.

(2) - Includes $5,083,000 purchased merchandise sold without processing and $533,000 received for processing materials owned by others.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	479	$103,888	$10,901	xxxxx	$5,692	xxxxx	$5,209	xxxxx	1,764	1,202	2,966
Pay roll only	50	7,296	491	6.7	491	6.7	xxxxx	xxxxx	161	76	237
Other expense only	137	17,185	876	5.1	xxxxx	xxxxx	876	5.1	xxxxx	xxxxx	xxxxx
Pay roll and other expense	292	79,407	9,534	12.0	5,201	6.5	4,333	5.5	1,603	1,126	2,729

(a) - Includes 920 full-time and part-time officers and employees, receiving $1,558,000, who were reported to the Census of Manufactures as engaged in production.

CENSUS OF
BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

TEXTILES AND THEIR PRODUCTS

Number of Plants
187

INDUSTRY (*)- Knitted Underwear

Total Sales Reported
$103,872,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$103,872	100.0	xxxxx	187		xxxxx		
To own wholesale branches	5,782	5.6	6.0	11	4			
To industrial and other large users	5,669	5.5	5.9	20	3			
To wholesalers and jobbers	46,151	44.4	47.5	118	57			
To own retail stores	(a)	--	--	--	--			
To retailers (including chain stores)	39,143	37.6	40.4	94	35			
To household consumers	151	0.1	0.2	18	--			
Total Distributed Sales	96,896	93.2	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	4,210	4.1	xxxxx	8	3	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	2,766	2.7	xxxxx	23	12			
Sales negotiated through agents, brokers, and commission houses	24,223	23.3	xxxxx	79	28			

(a) - Sales to own retail stores combined with sales to retailers to avoid disclosure of individual operations.

(*) - The plants in this classification are engaged primarily in making knitted underwear on knitting machines; yarn used may be of cotton, rayon, silk, wool or other fiber, or of any mixture of fibers.

(1) - Includes $2,116,000 purchased merchandise sold without processing and $887,000 received for processing materials owned by others.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	116	$74,997 (b)	$6,348	xxxxx	$3,060	xxxxx	$3,288	xxxxx	804	698	1,502
Pay roll only	19	10,702	742	6.9	742	6.9	xxxxx	xxxxx	111	9	120
Other expense only	32	9,808	502	5.1	xxxxx	xxxxx	502	5.1	xxxxx	xxxxx	xxxxx
Pay roll and other expense	65	54,487	5,104	9.4	2,318	4.3	2,786	5.1	693	689	1,382

(a) - Includes 548 full-time and part-time officers and employees, receiving $786,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $29,000 transferred to other plants in own organization by 1 plant, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NOTES FOR TABLE ON PAGE 65

Hat and Cap Materials, Men's

The plants in this classification are engaged primarily in making hatters' fur, sweatbands, visors, linings, bindings, trimmings, etc. The Census of Manufactures reports a preliminary value of products for this industry of $13,604,000 in 1935.

Notes:

(a) - Includes $431,000 purchased merchandise sold without processing and $86,000 received for processing materials owned by others.
(b) - There were also 6 plants which made no sales but received $171,000 for processing materials owned by others.
(c) - Sales to retailers and sales not allocated to usual channels combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.
(d) - Sales negotiated through agents, brokers, and commission houses omitted to avoid disclosure of individual operations.
(e) - Includes 139 full-time and part-time officers and employees, receiving $236,000, who were reported to the Census of Manufactures as engaged in production.

Lace Goods

The plants in this classification are engaged primarily in making lace-machine products, such as Nottingham-lace curtains and nets, levers laces, bobbinets, lace bedspreads, panels, and other pieces, barmen laces, etc. The Census of Manufactures reports a preliminary value of products for this industry of $27,528,000 in 1935.

Notes:

(a) - Includes $1,018,000 purchased merchandise sold without processing and $93,000 received for processing materials owned by others.
(b) - Sales to household consumers combined with sales to retailers, and transfers to other plants in same organization combined with sales to industrial users, both to avoid disclosure of individual operations.
(c) - Includes 65 full-time and part-time officers and employees, receiving $90,000, who were reported to the Census of Manufactures as engaged in production.

Rayon, Broad Woven Goods (18" wide and over)

The plants in this classification are engaged in making all-rayon and rayon-mixed broad goods, in the gray.

Notes:

(a) - Includes $703,000 purchased merchandise sold without processing and $606,000 received for processing materials owned by others.
(b) - There were also 93 plants which made no sales but received $9,420,000 for processing materials owned by others.
(c) - Sales to household consumers combined with sales to industrial users to avoid disclosure of individual operations.
(d) - Includes $5,912,000 transferred to other plants in own organizations by 7 plants, excluded in computing expense ratio.
(e) - Includes 162 full-time and part-time officers and employees, receiving $220,000, who were reported to the Census of Manufactures as engaged in production.

Rayon, Narrow Fabrics

The plants in this classification are engaged primarily in making all-rayon and rayon-mixed narrow fabrics in the gray (under 18" in width), such as ribbons, braids, bindings, and trimmings.

Notes:

(a) - Includes $43,000 purchased merchandise sold without processing and $28,000 received for processing materials owned by others.
(b) - There were also 12 plants which made no sales but received $400,000 for processing materials owned by others.
(c) - Includes 100 full-time and part-time officers and employees, receiving $166,000, who were reported to the Census of Manufactures as engaged in production.

Rayon Yarn and Thread

The plants in this classification are engaged primarily in throwing and twisting rayon yarn, and in spinning rayon staple.

Notes:

(a) - Includes $433,000 purchased merchandise sold without processing and $82,000 received for processing materials owned by others.
(b) - Transfers to other plants in same organization combined with sales to industrial users to avoid disclosure of individual operations.
(c) - Includes 40 full-time and part-time officers and employees, receiving $128,000, who were reported to the Census of Manufactures as engaged in production.

Silk, Broad Woven Goods (18" wide and over)

The plants in this classification are engaged primarily in making all-silk and silk-warp broad goods, in the gray.

Notes:

(a) - Includes $1,582,000 purchased merchandise sold without processing and $2,576,000 received for processing materials owned by others.
(b) - There were also 179 plants which made no sales but received $16,455,000 for processing materials owned by others.
(c) - Sales to household consumers and sales not allocated to usual channels combined with sales to industrial users to avoid disclosure of individual operations.
(d) - Includes $1,699,000 transferred to other plants in own organizations by 3 plants, excluded in computing expense ratio.
(e) - Includes 56 full-time and part-time officers and employees, receiving $152,000, who were reported to the Census of Manufactures as engaged in production.

CENSUS OF
BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - TEXTILES AND THEIR PRODUCTS

(Values expressed in thousands of dollars)

Channels of Primary Distribution	Hat and Cap Materials, Men's	Lace Goods	Rayon, 18" wide and over	Rayon, Narrow Fabrics	Rayon Yarn and Thread	Silk, 18" wide and over
Total Net Sales for Industry	(a) $13,229	(a) $27,517	(a) $174,293	(a) $9,915	(a) $13,555	(a) $82,381
Total Number of Plants	(b) 82	47	(b) 180	(b) 80	35	(b) 218
To own wholesale branches	--	$1,576	$18,174	--	--	$12,984
Percent of total sales	--	5.7	10.4	--	--	15.8
Number of plants selling	--	5	27	--	--	25
To industrial and other large users	$12,074	$3,697	$17,482	$3,180	$8,684	$28,957
Percent of total sales	91.3	13.4	10.0	32.1	64.1	35.1
Number of plants selling	64	9	44	34	26	57
To wholesalers and jobbers	$1,155	$11,248	$85,877	$3,730	$4,011	$28,256
Percent of total sales	8.7	40.9	49.3	37.6	29.6	34.3
Number of plants selling	23	38	87	53	14	129
To own retail stores	--	--	$297	--	--	--
Percent of total sales	--	--	0.2	--	--	--
Number of plants selling	--	--	4	--	--	--
To retailers (including chain stores)	(c)	$10,996	$3,922	$3,005	$860	$5,024
Percent of total sales		40.0	2.3	30.3	6.3	6.1
Number of plants selling		12	19	14	6	14
To household consumers	--	(b)	(c)	--	--	(c)
Percent of total sales	--			--	--	
Number of plants selling	--			--	--	
Total Distributed Sales	$13,229	$27,517	$125,752	$9,915	$13,555	$75,221
Transfer to other plants in same organization	--	(b)	$17,294	--	(b)	$7,160
Percent of total sales	--		9.9	--		8.7
Number of plants selling	--		20	--		16
Sales not allocated to usual channels	(c)	--	$31,247	--	--	(e)
Percent of total sales		--	17.9	--	--	
Number of plants		--	20	--	--	
Sales negotiated through agents, brokers, and commission houses: (Incl. above)	(d)	$3,251	$92,259	$1,573	$538	$14,713
Percent of total sales		11.8	52.9	15.9	4.0	17.9
Number of plants using		6	70	15	4	63
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	28	15	29	35	17	51
Total net sales	$7,880	$14,257	(d) $43,090	$4,950	$9,893	(d) $26,842
Total expenses	$585	$1,771	$2,247	$610	$617	$2,148
Percent of net sales	7.4	12.4	5.5	12.3	6.2	8.1
Pay roll	$306	$870	$1,034	$379	$396	$1,126
Other expenses	$279	$901	$1,213	$231	$221	$1,022
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	58	24	70	55	26	98
Total employees	222	274	502	255	168	534
Male	162	198	336	197	86	394
Female	60	76	166	58	82	140
Total pay roll	(e) $358	(c) $887	(e) $1,099	(c) $430	(c) $397	(e) $1,171

FOR COMPARISON	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Percent of Distributed Sales to:												
Own wholesale branches	--	--	5.7	9.4	14.5	No comparable information	--	No comparable information	--	No comparable information	17.3	No comparable information
Industrial users	91.3	89.6	13.4	10.1	13.9		32.1		64.1		38.4	
Wholesalers and jobbers	8.7	10.4	40.9	43.0	68.2		37.6		29.6		37.6	
Own retail stores	--	--	--	--	0.3		--		--		--	
Retailers	--	--	40.0	37.5	3.1		30.3		6.3		6.7	
Household consumers	--	--	--	--	--		--		--		--	

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NOTES FOR TABLE ON PAGE 67

Silk, Narrow Fabrics

The plants in this classification are engaged primarily in making all-silk and silk-warp narrow fabrics in the gray (under 18" in width), such as ribbons, braids, bindings and trimmings.

Notes:

(a) - Includes $243,000 purchased merchandise sold without processing and $140,000 received for processing materials owned by others.
(b) - There were also 10 plants which made no sales but received $413,000 for processing materials owned by others.
(c) - Includes $263,000 transferred to other plants in own organizations by 2 plants, excluded in computing expense ratio.
(d) - Includes 51 full-time and part-time officers and employees, receiving $161,000, who were reported to the Census of Manufactures as engaged in production.

Silk Yarn and Thread

The plants in this classification are engaged primarily in throwing and twisting silk yarn and in spinning short fibered silk from pierced cocoons, or from waste silk.

Notes:

(a) - Includes $1,193,000 purchased merchandise sold without processing and $420,000 received for processing materials owned by others.
(b) - Sales to retailers combined with sales to wholesalers and jobbers, and transfers to other plants in same organization combined with sales to industrial users, both to avoid disclosure of individual operations.
(c) - Includes 90 full-time and part-time officers and employees, receiving $233,000, who were reported to the Census of Manufactures as engaged in production.

Batting, Padding and Wadding

Notes:

(a) - Includes $917,000 purchased merchandise sold without processing and $41,000 received for processing materials owned by others.
(b) - Transfers to other plants in same organization combined with sales to industrial users to avoid disclosure of individual operations.
(c) - Includes 92 full-time and part-time officers and employees, receiving $188,000, who were reported to the Census of Manufactures as engaged in production.

Processed Waste and Recovered Wool Fiber

The plants in this classification are engaged primarily in cleaning or otherwise preparing waste of cotton, wool, or other fiber, and the recovery of wool fiber, known as "shoddy", "mungo", "flocks", and "wool extract", from rags, waste, noils, tailors' clippings, etc., by use of picker, garnett, or similar machine, and production of wiping rags, oakum, etc.

Notes:

(a) - Includes $2,409,000 purchased merchandise sold without processing and $566,000 received for processing materials owned by others.
(b) - There were also 21 plants which made no sales but received $1,301,000 for processing materials owned by others.
(c) - Sales to household consumers combined with sales to retailers and transfers to other plants in same organization combined with sales to industrial users, both to avoid disclosure of individual operations.
(d) - Includes 210 full-time and part-time officers and employees, receiving $479,000, who were reported to the Census of Manufactures as engaged in production.

Wool Combing and Tops

The plants in this classification are engaged primarily in pulling or combing wool from pelts. (Considerable wool pulling is done in tanning and in slaughtering and meat-packing plants, but this work is not represented in the statistics for this industry.) The Census of Manufactures reports a preliminary value of products for this industry of $12,403,000 in 1935.

Notes:

(a) - Includes $123,000 purchased merchandise sold without processing.
(b) - There were also 10 plants which made no sales but received $5,331,000 for processing materials owned by others.
(c) - Includes 8 full-time and part-time officers and employees, receiving $33,000, who were reported to the Census of Manufactures as engaged in production.

Wool Scouring

The plants in this classification are engaged primarily in scouring, sorting, and carbonizing wool. The Census of Manufactures reports a preliminary value of products for this industry of $6,055,000 in 1935.

Notes:

(a) - Includes $627,000 purchased merchandise sold without processing and $3,644,000 received for processing materials owned by others.
(b) - Sales to wholesalers and jobbers combined with sales to industrial users to avoid disclosure of individual operations.
(c) - Sales negotiated through agents, brokers and commission houses omitted to avoid disclosure of individual operations.

CENSUS OF BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - TEXTILES AND THEIR PRODUCTS

(Values expressed in thousands of dollars)

Channels of Primary Distribution	Silk, Narrow Fabrics	Silk Yarn and Thread	Batting, Padding and Wadding	Processed Waste Etc.	Wool Combing and Tops	Wool Scouring
Total Net Sales for Industry	(a) $13,459	(a) $29,947	(a) $27,263	(a) $41,511	(a) $15,414	(a) $7,822
Total Number of Plants	(b) 82	39	110	(b) 178	(b) 18	21
To own wholesale branches	$3,349	$7,272	$1,704	$491	--	--
Percent of total sales	24.9	24.3	6.3	1.2	--	--
Number of plants selling	12	10	8	4	--	--
To industrial and other large users	$5,046	$21,639	$14,993	$32,122	$12,550	$7,822
Percent of total sales	37.4	72.2	54.9	77.4	81.4	100.0
Number of plants selling	34	25	68	152	15	21
To wholesalers and jobbers	$2,715	$1,036	$7,196	$7,843	$2,864	(b)
Percent of total sales	20.2	3.5	26.4	18.9	18.6	
Number of plants selling	34	8	41	83	8	
To own retail stores	--	--	--	--	--	--
Percent of total sales	--	--	--	--	--	--
Number of plants selling	--	--	--	--	--	--
To retailers (including chain stores)	$1,620	(b)	$1,444	$1,055	--	--
Percent of total sales	12.1		5.3	2.5	--	--
Number of plants selling	19		19	19	--	--
To household consumers	--	--	$57	(c)	--	--
Percent of total sales	--	--	0.2		--	--
Number of plants selling	--	--	6		--	--
Total Distributed Sales	$12,730	$29,947	$25,394	$41,511	$15,414	$7,822
Transfer to other plants in same organization	$729	(b)	(b)	(c)	--	--
Percent of total sales	5.4				--	--
Number of plants selling	6				--	--
Sales not allocated to usual channels	--	--	$1,869	--	--	--
Percent of total sales	--	--	6.9	--	--	--
Number of plants	--	--	7	--	--	--
Sales negotiated through agents, brokers, and commission houses: (Incl. above)	$2,214	$2,389	$3,745	$2,639	$6,144	(c)
Percent of total sales	16.4	8.0	13.7	6.4	39.9	
Number of plants using	13	8	31	31	9	
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	33	13	46	86	4	--
Total net sales	(c) $6,442	$8,099	$16,963	$21,521	$6,470	--
Total expenses	$723	$835	$1,107	$2,240	$173	--
Percent of net sales	11.7	10.3	6.5	10.4	2.7	--
Pay roll	$444	$648	$570	$1,107	$74	--
Other expenses	$279	$187	$537	$1,133	$99	--
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	47	18	73	134	13	--
Total employees	227	187	276	578	25	--
Male	178	128	227	361	24	--
Female	49	59	49	217	1	--
Total pay roll	(d) $507	(c) $648	(c) $638	(d) $1,174	(c) $101	--

FOR COMPARISON	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Percent of Distributed Sales to:												
Own wholesale branches	26.3	No comparable information	24.3	No comparable information	6.7	No comparable information	1.2	1.7	--	No comparable information	--	No comparable information
Industrial users	39.7		72.2		59.1		77.4	67.1	81.4		100.0	
Wholesalers and jobbers	21.3		3.5		28.3		18.9	24.5	18.6		--	
Own retail stores	--		--		--		--	--	--		--	
Retailers	12.7		--		5.7		2.5	6.7	--		--	
Household consumers	--		--		0.2		--	--	--		--	

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NOTES FOR TABLE ON PAGE 69

Woolen Woven Goods

The plants in this classification are engaged primarily in making all kinds of woven fabrics (including woven felts), in the piece or otherwise, braids, webbing, cords, etc., from corded wool, shoddy, or noils of wool, or of mohair or other animal hair, or from a combination of these materials with one another or with cotton, silk, or other fiber; and woven felts.

Notes:
(a) - Includes $325,000 purchased merchandise sold without processing and $396,000 received for processing materials owned by others.
(b) - There were also 12 plants which made no sales but received $380,000 for processing materials owned by others.
(c) - Sales to own retail stores combined with sales to retailers to avoid disclosure of individual operations.
(d) - Includes $1,570,000 transferred to other plants in own organizations by 6 plants, excluded in computing expense ratio.
(e) - Includes 592 full-time and part-time officers and employees, receiving $888,000, who were reported to the Census of Manufactures as engaged in production.

Woolen Yarn

Notes:
(a) - Includes $64,000 purchased merchandise sold without processing and $603,000 received for processing materials owned by others.
(b) - There were also 9 plants which made no sales but received $327,000 for processing materials owned by others.
(c) - Sales not allocated to usual channels combined with sales to industrial users to avoid disclosure of individual operations.
(d) - Includes 33 full-time and part-time officers and employees, receiving $51,000, who were reported to the Census of Manufactures as engaged in production.

Worsted Woven Goods

The plants in this classification are engaged primarily in making all kinds of woven fabrics, in the piece or otherwise, braids, webbing, cords, etc., from combed wool, from mohair or other animal hair, or from a combination of these materials with one another or with cotton, silk, or other fiber.

Notes:
(a) - Includes $632,000 purchased merchandise sold without processing and $2,687,000 received for processing materials owned by others.
(b) - There were also 9 plants which made no sales but received $1,062,000 for processing materials owned by others.
(c) - Sales to own retail stores combined with sales to retailers to avoid disclosure of individual operations.
(d) - Less than 1/10 of 1%.
(e) - Includes $6,253,000 transferred to other plants in own organizations by 4 plants, excluded in computing expense ratio.
(f) - Includes 144 full-time and part-time officers and employees, receiving $363,000, who were reported to the Census of Manufactures as engaged in production.

Worsted Yarn

Notes:
(a) - Includes $18,000 purchased merchandise sold without processing and $2,239,000 received for processing materials owned by others.
(b) - There were also 5 plants which made no sales but received $560,000 for processing materials owned by others.
(c) - Transfers to other plants in same organization and sales not allocated to usual channels combined with sales to industrial users to avoid disclosure of individual operations.
(d) - Includes 419 full-time and part-time officers and employees, receiving $406,000, who were reported to the Census of Manufactures as engaged in production.

Woolen and Worsted Dyeing and Finishing

The plants in this classification are engaged primarily in dyeing, finishing, or otherwise converting woven fabrics, and dyeing and finishing woolen and worsted yarns.

Notes:
(a) - Includes $44,000 purchased merchandise sold without processing and $245,000 received for processing materials owned by others.
(b) - There were also 47 plants which made no sales but received $8,602,000 for processing materials owned by others.
(c) - Includes 48 full-time and part-time officers and employees, receiving $111,000, who were reported to the Census of Manufactures as engaged in production.

Haircloth

Notes:
(a) - Includes $61,000 purchased merchandise sold without processing and $5,000 received for processing materials owned by others.
(b) - Includes 4 full-time and part-time officers and employees, receiving $7,000, who were reported to the Census of Manufactures as engaged in production.

CENSUS OF BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - TEXTILES AND THEIR PRODUCTS

(Values expressed in thousands of dollars)

Channels of Primary Distribution	Woolen Woven Goods	Woolen Yarn	Worsted Woven Goods	Worsted Yarn	Woolen and Worsted Dyeing and Finishing	Haircloth
Total Net Sales for Industry	(a)$241,486	(a) $10,186	(a)$312,780	(a) $79,552	(a) $7,548	(a) $3,455
Total Number of Plants	(b) 312	(b) 31	(b) 146	(b) 64	(b) 19	9
To own wholesale branches	$23,129	--	$27,572	--	--	--
Percent of total sales	9.6	--	8.8	--	--	--
Number of plants selling	19	--	9	--	--	--
To industrial and other large users	$98,350	$9,342	$152,896	$73,248	$1,859	$2,986
Percent of total sales	40.7	91.7	49.0	92.1	24.6	86.4
Number of plants selling	142	30	71	60	9	6
To wholesalers and jobbers	$79,416	$844	$62,698	$5,896	$2,041	$469
Percent of total sales	32.9	8.3	20.0	7.4	27.0	13.6
Number of plants selling	165	6	73	14	7	6
To own retail stores	(c)	--	(c)	--	--	--
Percent of total sales		--		--	--	--
Number of plants selling		--		--	--	--
To retailers (including chain stores)	$19,738	--	$7,346	$408	$3,648	--
Percent of total sales	8.2	--	2.3	0.5	48.4	--
Number of plants selling	70	--	26	3	7	--
To household consumers	$726	--	$29	--	--	--
Percent of total sales	0.3	--	(d)	--	--	--
Number of plants selling	46	--	7	--	--	--
Total Distributed Sales	$221,359	$10,186	$250,541	$79,552	$7,548	$3,455
Transfer to other plants in same organization	$7,349	--	$50,998	(c)	--	--
Percent of total sales	3.0	--	16.3		--	--
Number of plants selling	25	--	24		--	--
Sales not allocated to usual channels	$12,778	(c)	$11,241	(c)	--	--
Percent of total sales	5.3		3.6		--	--
Number of plants	30		10		--	--
Sales negotiated through agents, brokers, and commission houses: (Incl. above)	$122,060	$3,026	$86,118	$26,903	--	$403
Percent of total sales	50.5	29.7	27.5	33.8	--	11.7
Number of plants using	201	9	47	20	--	5
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	82	13	40	28	11	5
Total net sales	(d) $64,864	$3,970	(e) $83,315	$41,498	$4,059	$1,864
Total expenses	$3,067	$262	$1,788	$1,720	$806	$68
Percent of net sales	4.8	6.6	2.2	4.1	19.8	3.6
Pay roll	$1,595	$118	$862	$998	$257	$56
Other expenses	$1,472	$144	$926	$722	$549	$12
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	171	22	74	40	17	6
Total employees	1,004	112	316	471	178	36
Male	764	63	236	306	121	33
Female	240	49	80	165	57	3
Total pay roll	(e) $2,150	(d) $169	(f) $984	(d) $1,010	(c) $336	(b) $56

FOR COMPARISON	Woolen Woven Goods 1935	Woolen Woven Goods 1929	Woolen Yarn 1935	Woolen Yarn 1929	Worsted Woven Goods 1935	Worsted Woven Goods 1929	Worsted Yarn 1935	Worsted Yarn 1929	Dyeing and Finishing 1935	Dyeing and Finishing 1929	Haircloth 1935	Haircloth 1929
Percent of Distributed Sales to:												
Own wholesale branches	10.4	No comparable information	--	No comparable information	11.0	No comparable information	--	No comparable information	--	No comparable information	--	--
Industrial users	44.5		91.7		61.1		92.1		24.6		86.4	76.8
Wholesalers and jobbers	35.9		8.3		25.0		7.4		27.0		13.6	23.2
Own retail stores	--		--		--		--		--		--	--
Retailers	8.9		--		2.9		0.5		48.4		--	--
Household consumers	0.3		--		(d)		--		--		--	--

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NOTES FOR TABLE ON PAGE 71

Collars, Men's

The Census of Manufactures reports a preliminary value of products for this industry of $1,448,000 in 1935.

Notes:

(a) - Includes $52,000 received for processing materials owned by others.
(b) - Omitted to avoid disclosure of individual operations.
(c) - Includes 7 full-time and part-time officers and employees, receiving $10,000, who were reported to the Census of Manufactures as engaged in production.

Shirts and Nightwear

The plants in this classification are engaged primarily in making shirts (except work shirts), shirt bosoms, and shirt waists for men and boys, and men's nightwear. The Census of Manufactures reports a preliminary value of products for this industry of $158,321,000 in 1935.

Notes:

(a) - Includes $327,000 purchased merchandise sold without processing and $3,134,000 received for processing materials owned by others.
(b) - There were also 132 plants which made no sales but received $13,406,000 for processing materials owned by others.
(c) - Includes $810,000 transferred to other plants in own organizations by 6 plants, excluded in computing expense ratio.
(d) - Includes 299 full-time and part-time officers and employees, receiving $629,000, who were reported to the Census of Manufactures as engaged in production.

Underwear, Men's

The plants in this classification are engaged primarily in making men's underwear, cut and sewed from purchased fabrics. The Census of Manufactures reports a preliminary value of products for this industry of $18,968,000 in 1935.

Notes:

(a) - Includes $68,000 purchased merchandise sold without processing and $159,000 received for processing materials owned by others.
(b) - There were also 4 plants which made no sales but received $177,000 for processing materials owned by others.
(c) - Sales to own wholesale branches combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.
(d) - Includes $1,004,000 transferred to other plants in own organization by 1 plant, excluded in computing expense ratio.
(e) - Includes 64 full-time and part-time officers and employees, receiving $148,000, who were reported to the Census of Manufactures as engaged in production.

Men's Furnishing Goods, Not Elsewhere Classified

The plants in this classification are engaged primarily in making neckwear; belts, other than leather; bath robes; lounging garments; all from purchased fabrics. The Census of Manufactures reports a preliminary value of products for this industry of $56,528,000 in 1935.

Notes:

(a) - Includes $840,000 purchased merchandise sold without processing and $292,000 received for processing materials owned by others.
(b) - There were also 41 plants which made no sales but received $1,040,000 for processing materials owned by others.
(c) - Includes 564 full-time and part-time officers and employees, receiving $1,063,000, who were reported to the Census of Manufactures as engaged in production.

Hats and Caps, Men's (except felt and straw)

The Census of Manufactures reports a preliminary value of products for this industry of $14,257,000 in 1935.

Notes:

(a) - Includes $506,000 purchased merchandise sold without processing.
(b) - There were also 16 plants which made no sales but received $223,000 for processing materials owned by others.
(c) - Sales to own wholesale branches combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.
(d) - Includes 190 full-time and part-time officers and employees, receiving $369,000, who were reported to the Census of Manufactures as engaged in production.

Blouses, Women's

Notes:

(a) - There were also 83 plants which made no sales but received $2,413,000 for processing materials owned by others.
(b) - Sales to own retail stores combined with sales to retailers to avoid disclosure of individual operations.
(c) - Includes $337,000 transferred to other plants in own organization by 1 plant, excluded in computing expense ratio.
(d) - Includes 117 full-time and part-time officers and employees, receiving $286,000, who were reported to the Census of Manufactures as engaged in production.

CENSUS OF BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - TEXTILES AND THEIR PRODUCTS

(Values expressed in thousands of dollars)

Channels of Primary Distribution	Collars, Men's	Shirts and Nightwear	Underwear, Men's	Men's Furnishing Goods	Hats and Caps, Men's (except felt and straw)	Blouses, Women's
Total Net Sales for Industry	(a) $1,123	(a) $160,620	(a) $19,199	(a) $55,495	(a) $14,269	$25,974
Total Number of Plants	7	(b) 416	(b) 59	(b) 384	(b) 294	(a) 140
To own wholesale branches	--	$46,149	(c)	$2,467	(c)	--
Percent of total sales	--	28.7		4.4		--
Number of plants selling	--	47		12		--
To industrial and other large users	--	$2,875	--	$1,060	$1,516	$1,110
Percent of total sales	--	1.7	--	1.9	10.6	4.3
Number of plants selling	--	24	--	12	26	4
To wholesalers and jobbers	$1,072	$20,991	$9,317	$6,811	$3,913	$2,980
Percent of total sales	95.5	13.1	48.5	12.3	27.4	11.5
Number of plants selling	5	74	34	108	125	25
To own retail stores	--	$965	--	$81	$225	(b)
Percent of total sales	--	0.6	--	0.1	1.6	
Number of plants selling	--	12	--	5	7	
To retailers (including chain stores)	$51	$65,503	$8,178	$44,524	$7,027	$20,489
Percent of total sales	4.5	40.8	42.6	80.3	49.3	78.8
Number of plants selling	3	223	30	293	164	113
To household consumers	--	$2,046	--	$117	$87	--
Percent of total sales	--	1.3	--	0.2	0.6	--
Number of plants selling	--	54	--	17	10	--
Total Distributed Sales	$1,123	$138,529	$17,495	$55,060	$12,768	$24,579
Transfer to other plants in same organization	--	$12,820	$1,704	--	--	$1,395
Percent of total sales	--	8.0	8.9	--	--	5.4
Number of plants selling	--	42	6	--	--	5
Sales not allocated to usual channels	--	$9,271	--	$435	$1,501	--
Percent of total sales	--	5.8	--	0.8	10.5	--
Number of plants	--	12	--	6	15	--
Sales negotiated through agents, brokers, and commission houses: (Incl. above)	--	$5,013	$6,361	$2,322	$574	$2,489
Percent of total sales	--	3.1	33.1	4.2	4.0	9.6
Number of plants using	--	31	19	32	15	12
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	(b)	155	21	193	119	99
Total net sales		(c) $58,644	(d) $8,137	$37,626	$7,992	(c) $20,992
Total expenses		$6,491	$874	$5,717	$1,472	$3,205
Percent of net sales		11.1	10.7	15.2	18.4	15.5
Pay roll		$4,088	$275	$3,287	$841	$1,433
Other expenses		$2,403	$599	$2,430	$631	$1,772
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	5	268	37	307	211	121
Total employees	8	2,159	174	1,736	665	691
Male	5	1,781	139	1,203	487	507
Female	3	378	35	533	178	184
Total pay roll	(c) $10	(d) $4,512	(e) $382	(c) $3,409	(d) $948	(d) $1,467

FOR COMPARISON	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Percent of Distributed Sales to:												
Own wholesale branches	--	No Comparable Information	33.3	No Comparable Information	--	No Comparable Information	4.5	7.5	--	3.1	--	No Comparable Information
Industrial users	--		2.1		--		1.9	0.5	11.9	3.6	4.5	
Wholesalers and jobbers	95.5		15.2		53.3		12.4	24.4	30.6	34.0	12.1	
Own retail stores	--		0.7		--		0.1	--	1.8	1.0	--	
Retailers	4.5		47.2		46.7		80.9	67.5	55.0	57.3	83.4	
Household consumers	--		1.5		--		0.2	0.1	0.7	1.0	--	

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

TEXTILES AND THEIR PRODUCTS

Number of Plants
529 (1)

INDUSTRY (*)- Work Clothing

Total Sales Reported
$183,645,000 (2)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$183,645	100.0	xxxxx	529		xxxxx		
To own wholesale branches	22,779	12.4	13.6	50	45			
To industrial and other large users	9,488	5.2	5.7	66	19			
To wholesalers and jobbers	51,074	27.8	30.5	170	77			
To own retail stores	586	0.3	0.3	5	3			
To retailers (including chain stores)	82,924	45.2	49.4	333	210			
To household consumers	789	0.4	0.5	26	7			
Total Distributed Sales	167,640	91.3	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	13,723	7.5	xxxxx	40	26	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	2,282	1.2	xxxxx	14	11			
Sales negotiated through agents, brokers, and commission houses	10,365	5.6	xxxxx	55	16			

(*) - The plants in this classification are engaged primarily in making all types of work clothing including work shirts. The Census of Manufactures reports a preliminary value of products for this industry of $172,025,000 in 1935.

(1) - There were also 87 plants which made no sales but received $3,931,000 for processing materials owned by others.

(2) - Includes $1,589,000 purchased merchandise sold without processing and $612,000 received for processing materials owned by others.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	393	$133,955(b)	$9,553	xxxxx	$5,463	xxxxx	$4,090	xxxxx	2,010	952	2,962
Pay roll only	46	13,677	588	4.3	588	4.3	xxxxx	xxxxx	272	143	415
Other expense only	90	28,640	567	2.2	xxxxx	xxxxx	567	2.2	xxxxx	xxxxx	xxxxx
Pay roll and other expense	257	91,638	8,398	9.3	4,875	5.4	3,523	3.9	1,738	809	2,547

(a)- Includes 1,253 full-time and part-time officers and employees, receiving $1,807,000, who were reported to the Census of Manufactures as engaged in production.

(b)- Includes $4,379,000 transferred to other plants in own organizations by 23 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

TEXTILES AND THEIR PRODUCTS

Number of Plants
1,719 (1)

INDUSTRY (*)- Men's, Youths' and Boys' Clothing,
Not Elsewhere Classified

Total Sales Reported
$556,259,000 (2)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$556,259	100.0	xxxxx	1,719		xxxxx	2,167	
To own wholesale branches	18,266	3.3	3.4	31	24	6.0	80	51
To industrial and other large users	22,752	4.1	4.3	182	126	2.6	163	107
To wholesalers and jobbers	34,822	6.3	6.5	281	117	14.2	472	245
To own retail stores	53,561	9.6	10.1	95	47	8.3	125	60
To retailers (including chain stores)	383,468	68.9	72.1	1,214	959	63.0	1,416	1,029
To household consumers	19,093	3.4	3.6	208	106	5.9	299	176
Total Distributed Sales	531,962	95.6	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	13,441	2.4	xxxxx	25	19	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	10,856	2.0	xxxxx	41	30			
Sales negotiated through agents, brokers, and commission houses	20,724	3.7	xxxxx	137	25			

(*) - The plants in this classification are engaged primarily in making suits, overcoats, topcoats, separate coats, and pants for men, youths and boys.

(1) - There were also 1,254 plants which made no sales but received $74,307,000 for processing materials owned by others.

(2) - Includes $5,083,000 purchased merchandise sold without processing and $1,009,000 received for processing materials owned by others.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	1,445	$466,494(b)	$38,679	xxxxx	$17,402	xxxxx	$21,277	xxxxx	6,115	1,729	7,844
Pay roll only	94	31,150	822	2.6	822	2.6	xxxxx	xxxxx	411	111	522
Other expense only	349	60,840	3,410	5.6	xxxxx	xxxxx	3,410	5.6	xxxxx	xxxxx	xxxxx
Pay roll and other expense	1,002	374,504	34,447	9.4	16,580	4.5	17,867	4.9	5,704	1,618	7,322

(a) - Includes 2,812 full-time and part-time officers and employees, receiving $6,294,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $9,165,000 transferred to other plants in own organizations by 17 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

TEXTILES AND THEIR PRODUCTS

Number of Plants
270 (1)

INDUSTRY (*)- Children's Outwear

Total Sales Reported
$53,119,000 (2)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$53,119	100.0	xxxxx	270		xxxxx		
To own wholesale branches	1,689	3.2	3.2	9	8			
To industrial and other large users	80	0.2	0.2	6	2			
To wholesalers and jobbers	4,966	9.3	9.3	54	21			
To own retail stores	(a)	--	--	--	--			
To retailers (including chain stores)	46,056	86.7	86.7	236	200			
To household consumers	328	0.6	0.6	8	2			
Total Distributed Sales	53,119	100.0	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	--	--	xxxxx	---	--	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	--	--	xxxxx	--	--			
Sales negotiated through agents, brokers, and commission houses	5,143	9.7	xxxxx	40	5			

(a) - Sales to own retail stores combined with sales to retailers to avoid disclosure of individual operations.

(1) - There were also 101 plants which made no sales but received $3,810,000 for processing materials owned by others.

(2) - Includes $218,000 purchased merchandise sold without processing and $138,000 received for processing materials owned by others.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	232	$48,156	$4,459	xxxxx	$2,240	xxxxx	$2,219	xxxxx	768	428	1,196
Pay roll only	16	4,945	186	3.8	186	3.8	xxxxx	xxxxx	83	10	93
Other expense only	42	4,769	196	4.1	xxxxx	xxxxx	196	4.1	xxxxx	xxxxx	xxxxx
Pay roll and other expense	174	38,442	4,077	10.6	2,054	5.3	2,023	5.3	685	418	1,103

(a) - Includes 331 full-time and part-time officers and employees, receiving $622,000, who were reported to the Census of Manufactures as engaged in production.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

TEXTILES AND THEIR PRODUCTS

Number of Plants
973 (1)

INDUSTRY (*)- Coats and Suits, Women's and Children's.

Total Sales Reported
$216,155,000 (2)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$216,155	100.0	xxxxx	973		xxxxx		
To own wholesale branches	2,556	1.2	1.2	10	9			
To industrial and other large users	1,427	0.7	0.7	12	9			
To wholesalers and jobbers	12,038	5.6	5.6	111	61			
To own retail stores	1,604	0.7	0.8	20	18			
To retailers (including chain stores)	194,594	90.0	91.0	839	774			
To household consumers	1,582	0.7	0.7	42	22			
Total Distributed Sales	213,801	98.9	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	1,258	0.6	xxxxx	4	4	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	1,096	0.5	xxxxx	7	7			
Sales negotiated through agents, brokers, and commission houses	9,157	4.2	xxxxx	107	14			

(*) - The plants in this classification are engaged primarily in making coats and suits, including separate skirts for women and children.

(1) - There were also 760 plants which made no sales but received $34,614,000 for processing materials owned by others.

(2) - Includes $383,000 purchased merchandise sold without processing and $66,000 received for processing materials owned by others.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	888	$205,327(b)	$16,179	xxxxx	$7,606	xxxxx	$8,573	xxxxx	2,767	801	3,568
Pay roll only	56	7,773	370	4.8	370	4.8	xxxxx	xxxxx	146	32	178
Other expense only	184	29,946	1,400	4.7	xxxxx	xxxxx	1,400	4.7	xxxxx	xxxxx	xxxxx
Pay roll and other expense	648	167,608	14,409	8.6	7,236	4.3	7,173	4.3	2,621	769	3,390

(a) - Includes 823 full-time and part-time officers and employees, receiving $1,734,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $110,000 transferred to other plants in own organizations by 2 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NOTES FOR TABLE ON PAGE 77

Corsets and Allied Garments

The plants in this classification are engaged primarily in making corsets, brassieres, bandeaux, combinations, girdles, corset stays, etc.

Notes:

(a) - Includes $154,000 purchased merchandise sold without processing and $105,000 received for processing materials owned by others.
(b) - There were also 14 plants which made no sales but received $348,000 for processing materials owned by others.
(c) - Sales to own retail stores combined with sales to retailers to avoid disclosure of individual operations.
(d) - Includes 704 full-time and part-time officers and employees, receiving $1,101,000, who were reported to the Census of Manufactures as engaged in production.

Infants Wear

Notes:

(a) - Includes $7,000 purchased merchandise sold without processing.
(b) - There were also 3 plants which made no sales but received $45,000 for processing materials owned by others.
(c) - Includes 52 full-time and part-time officers and employees, receiving $90,000, who were reported to the Census of Manufactures as engaged in production.

Gloves and Mittens, Cloth

The plants in this classification are engaged primarily in making gloves and mittens, of cloth or cloth and leather combined, made from purchased fabrics and leather. The Census of Manufactures reports a preliminary value of products for this industry of $18,940,000 in 1935.

Notes:

(a) - Includes $186,000 purchased merchandise sold without processing.
(b) - There were also 3 plants which made no sales but received $102,000 for processing materials owned by others.
(c) - Sales to own wholesale branches and sales not allocated to usual channels combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.
(d) - Includes $614,000 transferred to other plants in own organizations by 8 plants, excluded in computing expense ratio.
(e) - Includes 41 full-time and part-time officers and employees, receiving $62,000, who were reported to the Census of Manufactures as engaged in production.

Handkerchiefs

The Census of Manufactures reports a preliminary value of products for this industry of $18,443,000 in 1935.

Notes:

(a) - Includes $422,000 purchased merchandise sold without processing and $88,000 received for processing materials owned by others.
(b) - There were also 11 plants which made no sales but received $373,000 for processing materials owned by others.
(c) - Includes 85 full-time and part-time officers and employees, receiving $187,000, who were reported to the Census of Manufactures as engaged in production.

Suspenders, Garters, Etc.

The plants in this classification are engaged primarily in making suspenders, garters, and other elastic woven goods, from purchased webbing. The Census of Manufactures reports a preliminary value of products for this industry of $14,659,000 in 1935.

Notes:

(a) - Includes $217,000 purchased merchandise sold without processing.
(b) - Sales to own wholesale branches and sales not allocated to usual channels, combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.
(c) - Includes 78 full-time and part-time officers and employees, receiving $201,000, who were reported to the Census of Manufactures as engaged in production.

Curtains, Draperies and Bedspreads

Notes:

(a) - Includes $701,000 purchased merchandise sold without processing and $12,000 received for processing materials owned by others.
(b) - There were also 21 plants which made no sales but received $518,000 for purchased merchandise sold without processing.
(c) - Transfers to other plants in same organization combined with sales to industrial users to avoid disclosure of individual operations.
(d) - Includes 228 full-time and part-time officers and employees, receiving $508,000, who were reported to the Census of Manufactures as engaged in production.

CENSUS OF
BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - TEXTILES AND THEIR PRODUCTS

(Values expressed in thousands of dollars)

Channels of Primary Distribution	Corsets and Allied Garments	Infants' Wear	Gloves and Mittens, Cloth	Handkerchiefs	Suspenders, Garters, etc.	Curtains, Draperies, Bedspreads
Total Net Sales for Industry	(a) $64,797	(a) $7,567	(a) $23,230	(a) $18,363	(a) $14,968	(a) $43,970
Total Number of Plants	(b) 225	(b) 74	(b) 115	(b) 79	70	(b) 326
To own wholesale branches	$8,250	--	(c)	$1,102	(b)	$625
Percent of total sales	12.7	--		6.0		1.4
Number of plants selling	12	--		7		5
To industrial and other large users	$1,629	--	$1,166	$27	$1,012	$2,425
Percent of total sales	2.5	--	5.0	0.1	6.8	5.5
Number of plants selling	14	--	29	4	14	22
To wholesalers and jobbers	$4,729	$1,714	$16,314	$5,853	$5,651	$6,011
Percent of total sales	7.3	22.7	70.3	31.9	37.7	13.7
Number of plants selling	32	32	85	37	33	86
To own retail stores	(c)	--	--	--	--	$420
Percent of total sales		--	--	--	--	1.0
Number of plants selling		--	--	--	--	8
To retailers (including chain stores)	$45,486	$5,853	$2,679	$11,197	$8,305	$32,389
Percent of total sales	70.2	77.3	11.5	61.0	55.5	73.6
Number of plants selling	170	57	52	49	43	232
To household consumers	$4,343	--	--	--	--	$1,317
Percent of total sales	6.7	--	--	--	--	3.0
Number of plants selling	25	--	--	--	--	40
Total Distributed Sales	$64,437	$7,567	$20,159	$18,179	$14,968	$43,187
Transfer to other plants in same organization	--	--	$3,071	--	--	(c)
Percent of total sales	--	--	13.2	--	--	
Number of plants selling	--	--	26	--	--	
Sales not allocated to usual channels	$360	--	(c)	$184	(b)	$783
Percent of total sales	0.6	--		1.0		1.8
Number of plants	8	--		3		7
Sales negotiated through agents, brokers, and commission houses: (Incl. above)	$645	$511	$3,823	$2,190	$2,288	$2,260
Percent of total sales	1.0	6.8	16.5	11.9	15.3	5.2
Number of plants using	17	14	30	7	7	22
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	136	39	48	40	49	170
Total net sales	$40,053	$5,289	(d) $10,407	$12,324	$12,290	$25,200
Total expenses	$7,068	$567	$768	$889	$1,870	$2,682
Percent of net sales	17.6	10.7	7.8	7.2	15.2	10.6
Pay roll	$3,452	$285	$407	$487	$932	$1,467
Other expenses	$3,616	$282	$361	$402	$938	$1,215
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	179	61	80	66	60	265
Total employees	2,190	202	235	349	818	1,017
Male	973	160	179	238	544	657
Female	1,217	42	56	111	274	360
Total pay roll	(d) $3,687	(c) $330	(e) $442	(c) $542	(c) $1,253	(d) $1,619

FOR COMPARISON	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Percent of Distributed Sales to:												
Own wholesale branches	12.8	4.5	--	No comparable information	--	--	6.1	9.9	--	--	1.4	No comparable information
Industrial users	2.5	0.6	--		5.8	4.0	0.1	0.2	6.8	4.2	5.6	
Wholesalers and jobbers	7.3	16.0	22.7		80.9	87.3	32.2	58.3	37.7	53.2	13.9	
Own retail stores	--	10.2	--		--	--	--	--	--	--	1.0	
Retailers	70.7	61.6	77.3		13.3	8.7	61.6	31.6	55.5	42.6	75.1	
Household consumers	6.7	7.1	--		--	--	--	--	--	--	3.0	

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

TEXTILES AND THEIR PRODUCTS

Number of Plants	INDUSTRY	Total Sales Reported
1,660 (1)	Dresses, Women's and Children's	$475,647,000 (2)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$475,647	100.0	xxxxx	1,660		xxxxx		
To own wholesale branches	12,680	2.7	2.7	29	25			
To industrial and other large users	3,988	0.8	0.9	20	16			
To wholesalers and jobbers	35,591	7.5	7.6	231	147			
To own retail stores	6,067	1.3	1.3	25	15			
To retailers (including chain stores)	401,038	84.3	86.0	1,391	1,269			
To household consumers	6,890	1.4	1.5	77	41			
Total Distributed Sales	466,254	98.0	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	2,628	0.6	xxxxx	8	5	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	6,765	1.4	xxxxx	16	14			
Sales negotiated through agents, brokers, and commission houses	22,356	4.7	xxxxx	190	33			

(1) - There were also 1,687 plants which made no sales but received $86,184,000 for processing materials owned by others.

(2) - Includes $2,062,000 purchased merchandise sold without processing and $503,000 received for processing materials owned by others.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	1,499	$439,216(b)	$38,279	xxxxx	$18,370	xxxxx	$19,909	xxxxx	5,867	2,707	8,574
Pay roll only	103	23,714	1,050	4.4	1,050	4.4	xxxxx	xxxxx	399	309	708
Other expense only	255	52,506	2,832	5.4	xxxxx	xxxxx	2,832	5.4	xxxxx	xxxxx	xxxxx
Pay roll and other expense	1,141	362,996	34.397	9.5	17,320	4.8	17,077	4.7	5,468	2,398	7,866

(a) - Includes 2,517 full-time and part-time officers and employees, receiving $4,898,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $115,000 transferred to other plants in own organizations by 4 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

TEXTILES AND THEIR PRODUCTS

Number of Plants
988 (1)

INDUSTRY (*)- Millinery

Total Sales Reported
$89,197,000 (2)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$89,197	100.0	xxxxx	988		xxxxx	1,259	
To own wholesale branches	1,601	1.8	1.8	11	9	1.7	18	9
To industrial and other large users	2,904	3.3	3.3	52	39	1.4	36	22
To wholesalers and jobbers	17,433	19.5	19.9	329	166	24.2	392	204
To own retail stores	2,124	2.4	2.4	29	16	1.4	41	23
To retailers (including chain stores)	62,644	70.2	71.6	714	535	69.4	930	680
To household consumers	895	1.0	1.0	30	18	1.9	54	37
Total Distributed Sales	87,601	98.2	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	--	--	xxxxx	--	--	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	1,596	1.8	xxxxx	22	18			
Sales negotiated through agents, brokers, and commission houses	10,932	12.3	xxxxx	208	44			

(*) - The plants in this classification are engaged primarily in making trimmed hats, including felt hats made from purchased bodies; women's straw hats; hat frames; millinery trimmings (for sale as such); infants' headwear; etc.

(1) - There were also 37 plants which made no sales but received $963,000 for processing materials owned by others.

(2) - Includes $413,000 purchased merchandise sold without processing and $80,000 received for processing materials owned by others.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	847	$76,474	$10,298	xxxxx	$5,157	xxxxx	$5,141	xxxxx	1,984	921	2,905
Pay roll only	63	6,889	700	10.2	700	10.2	xxxxx	xxxxx	167	174	341
Other expense only	189	11,479	1,092	9.5	xxxxx	xxxxx	1,092	9.5	xxxxx	xxxxx	xxxxx
Pay roll and other expense	595	58,106	8,506	14.6	4,457	7.6	4,049	7.0	1,817	747	2,564

(a) - Includes 769 full-time and part-time officers and employees, receiving $1,444,000, who were reported to the Census of Manufactures as engaged in production.

CENSUS OF BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

TEXTILES AND THEIR PRODUCTS

Number of Plants	INDUSTRY		Total Sales Reported
647 (1)		Underwear and Nightwear, Women's and Children's	$152,766,000 (2)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$152,766	100.0	xxxxx	647		xxxxx		
To own wholesale branches	9,222	6.0	6.2	12	11			
To industrial and other large users	2,473	1.6	1.6	13	9			
To wholesalers and jobbers	19,724	12.9	13.2	179	91			
To own retail stores	833	0.5	0.6	8	6			
To retailers (including chain stores)	117,436	76.9	78.2	508	409			
To household consumers	237	0.2	0.2	20	3			
Total Distributed Sales	149,925	98.1	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	2,290	1.5	xxxxx	10	8	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	551	0.4	xxxxx	9	7			
Sales negotiated through agents, brokers, and commission houses	6,748	4.4	xxxxx	72	6			

(1) - There were also 125 plants which made no sales but received $7,085,000 for processing materials owned by others.

(2) - Includes $343,000 purchased merchandise sold without processing and $11,000 received for processing materials owned by others.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	579	$135,923(b)	$9,855	xxxxx	$5,420	xxxxx	$4,435	xxxxx	1,922	1,048	2,970
Pay roll only	34	11,067	268	2.5	268	2.5	xxxxx	xxxxx	100	33	133
Other expense only	123	12,859	593	4.8	xxxxx	xxxxx	593	4.8	xxxxx	xxxxx	xxxxx
Pay roll and other expense	422	111,997	8,994	8.1	5,152	4.6	3,842	3.5	1,822	1,015	2,837

(a) - Includes 1,042 full-time and part-time officers and employees, receiving $1,952,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $992,000 transferred to other plants in own organizations by 5 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

TEXTILES AND THEIR PRODUCTS

Number of Plants	INDUSTRY	Women's, Misses', and Children's Clothing, Not Elsewhere Classified.	Total Sales Reported
468 (1)			$58,890,000 (2)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$58,890	100.0	xxxxx	468		xxxxx		
To own wholesale branches	923	1.6	1.6	9	4			
To industrial and other large users	3,376	5.7	6.0	67	35			
To wholesalers and jobbers	8,982	15.3	15.9	125	62			
To own retail stores	367	0.6	0.7	7	5			
To retailers (including chain stores)	41,846	71.1	74.1	313	229			
To household consumers	954	1.6	1.7	39	18			
Total Distributed Sales	56,448	95.9	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	1,185	2.0	xxxxx	9	6	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	1,257	2.1	xxxxx	11	9			
Sales negotiated through agents, brokers, and commission houses	1,713	2.9	xxxxx	37	5			

(1) - There were also 86 plants which made no sales but received $2,441,000 for processing materials owned by others.

(2) - Includes $1,129,000 purchased merchandise sold without processing and $183,000 received for processing materials owned by others.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	384	$53,031(b)	$5,366	xxxxx	$2,770	xxxxx	$2,596	xxxxx	1,012	578	1,590
Pay roll only	35	4,183	235	5.6	235	5.6	xxxxx	xxxxx	116	62	178
Other expense only	103	11,785	590	5.0	xxxxx	xxxxx	590	5.0	xxxxx	xxxxx	xxxxx
Pay roll and other expense	246	37,063	4,541	12.3	2,535	6.9	2,006	5.4	896	516	1,412

(a) - Includes 666 full-time and part-time officers and employees, receiving $897,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $95,000 transferred to other plants in own organizations by 2 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

TEXTILES AND THEIR PRODUCTS

Number of Plants
362 (1)

INDUSTRY (*)- Embroideries

Total Sales Reported
$11,825,000

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$11,825	100.0	xxxxx	362		xxxxx		
To own wholesale branches	(a)	--	--	--	--			
To industrial and other large users	3,143	26.6	27.6	113	93			
To wholesalers and jobbers	6,293	53.2	55.3	204	176			
To own retail stores	--	--	--	--	--			
To retailers (including chain stores)	1,877	15.9	16.5	47	30			
To household consumers	71	0.6	0.6	9	5			
Total Distributed Sales	11,384	96.3	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	--	--	xxxxx	--	--	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	441	3.7	xxxxx	25	25			
Sales negotiated through agents, brokers, and commission houses	513	4.3	xxxxx	15	7			

(a) - Sales to own wholesale branches combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.

(*) - The plants in this classification are engaged primarily in making schiffli embroideries, and burnt-out laces; bonnaz and other hand-machine embroideries; and hand embroideries.

(1) - There were also 298 plants which made no sales but received $5,633,000 for processing materials owned by others.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	218	$7,922	$986	xxxxx	$416	xxxxx	$570	xxxxx	240	125	365
Pay roll only	30	748	72	9.7	72	9.7	xxxxx	xxxxx	61	40	101
Other expense only	100	2,550	251	9.8	xxxxx	xxxxx	251	9.8	xxxxx	xxxxx	xxxxx
Pay roll and other expense	88	4,624	663	14.3	344	7.4	319	6.9	179	85	264

(a) - Includes 106 full-time and part-time officers and employees, receiving $167,000, who were reported to the Census of Manufactures as engaged in production.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

TEXTILES AND THEIR PRODUCTS

Number of Plants
437 (1)

INDUSTRY (*)- Trimmings (not made in textile mills)

Total Sales Reported
$29,266,000 (2)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$29,266	100.0	xxxxx	437		xxxxx		
To own wholesale branches	(a)	--	--	--	--			
To industrial and other large users	15,175	51.9	51.9	218	201			
To wholesalers and jobbers	7,319	25.0	25.0	182	158			
To own retail stores	--	--	--	--	--			
To retailers (including chain stores)	6,625	22.6	22.6	63	41			
To household consumers	147	0.5	0.5	11	5			
Total Distributed Sales	29,266	100.0	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	(b)	--	xxxxx	--	--	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	(a)	--	xxxxx	--	--			
Sales negotiated through agents, brokers, and commission houses	2,732	9.3	xxxxx	21	3			

(a) - Sales to own wholesale branches and sales not allocated to usual channels combined with sales to wholesalers and jobbers, both to avoid disclosure of individual operations.

(b) - Transfers to other plants in same organization combined with sales to industrial users to avoid disclosure of individual operations.

(*) - The plants in this classification are engaged primarily in making dress and coat trimmings, tuckings, pleatings, hemstitching, bias bindings, crochet goods, stamped art goods for embroidering, etc.

(1) - There were also 54 plants which made no sales but received $923,000 for processing materials owned by others.

(2) - Includes $611,000 purchased merchandise sold without processing and $127,000 received for processing materials owned by others.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	336	$25,926	$3,472	xxxxx	$1,724	xxxxx	$1,748	xxxxx	749	373	1,122
Pay roll only	51	2,181	155	7.1	155	7.1	xxxxx	xxxxx	107	31	138
Other expense only	94	3,670	297	8.1	xxxxx	xxxxx	297	8.1	xxxxx	xxxxx	xxxxx
Pay roll and other expense	191	20,075	3,020	15.0	1,569	7.8	1,451	7.2	642	342	984

(a) - Includes 472 full-time and part-time officers and employees, receiving $701,000, who were reported to the Census of Manufactures as engaged in production.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NOTES FOR TABLE ON PAGE 85

House Furnishings, Not Elsewhere Classified, (including sheets and towels)

Notes:

(a) - Includes $2,105,000 purchased merchandise sold without processing and $423,000 received for processing materials owned by others.

(b) - There were also 11 plants which made no sales but received $167,000 for processing materials owned by others.

(c) - Transfers to other plants in same organization combined with sales to industrial users to avoid disclosure of individual operations.

(d) - Includes 408 full-time and part-time officers and employees, receiving $881,000, who were reported to the Census of Manufactures as engaged in production.

Canvas Goods

The plants in this classification are engaged primarily in making window, store, and veranda awnings, tents, sails, and canvas covers (including tarpaulins).

Notes:

(a) - Includes $2,275,000 purchased merchandise sold without processing and $214,000 received for processing materials owned by others.

(b) - The Census of Manufactures excludes all establishments whose values of products fall below $20,000 from this industry. The distribution of sales for such plants is not included in this table. Establishments whose values of products amount to $20,000 or more are included if they operate on a factory basis, even though most of their products are made to individual order.

(c) - Transfers to other plants in same organization combined with sales to industrial users to avoid disclosure of individual operations.

(d) - Includes 538 full-time and part-time officers and employees, receiving $915,000, who were reported to the Census of Manufactures as engaged in production.

Flags, Banners, Regalia, Vestments, Robes, and Related Products

The plants in this classification are engaged primarily in making all types of flags and banners; regalia and vestments; collegiate and judicial robes, gowns, and capes; lodge uniforms; badges and similar emblems.

Notes:

(a) - Includes $264,000 purchased merchandise sold without processing.

(b) - Sales to own wholesale branches combined with sales to wholesalers and jobbers, and transfers to other plants in same organization combined with sales to industrial users, both to avoid disclosure of individual operations.

(c) - Includes 117 full-time and part-time officers and employees, receiving $209,000, who were reported to the Census of Manufactures as engaged in production.

Fabricated Products, Not Elsewhere Classified

The plants in this classification are engaged primarily in making belting, other than leather and rubber, not made in textile mills; horse blankets, fly nets and related products; and miscellaneous articles made of textiles.

Notes:

(a) - Includes $113,000 purchased merchandise sold without processing and $79,000 received for processing materials owned by others.

(b) - Sales to own wholesale branches combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.

(c) - Includes 80 full-time and part-time officers and employees, receiving $151,000, who were reported to the Census of Manufactures as engaged in production.

Artificial Leather and Oil Cloth

The plants in this classification are engaged primarily in making oil cloth and all kinds of artificial or imitation leather, regardless of method of manufacture, materials, or use of finished product. The Census of Manufactures reports a preliminary value of products for this industry of $34,321,000 in 1935.

Notes:

(a) - Includes $70,000 purchased merchandise sold without processing and $164,000 received for processing materials owned by others.

(b) - Sales to own wholesale branches combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.

(c) - Includes $9,000 transferred to other plants in own organization by 1 plant, excluded in computing expense ratio.

(d) - Includes 138 full-time and part-time officers and employees, receiving $274,000, who were reported to the Census of Manufactures as engaged in production.

Asphalted-Felt-Base Floor Covering and Linoleum

The plants in this classification are engaged primarily in making a product which resembles linoleum, made by printing or painting on the surface of a foundation of asphalted felt; and linoleum including "cork carpet". The Census of Manufactures reports a preliminary value of products for this industry of $52,398,000 in 1935.

Notes:

(a) - Includes $1,031,000 purchased merchandise sold without processing.

(b) - Sales to own wholesale branches combined with sales to wholesalers and jobbers and transfers to other plants in same organization combined with sales to industrial users, both to avoid disclosure of individual operations.

(c) - Includes 161 full-time and part-time officers and employees, receiving $203,000, who were reported to the Census of Manufactures as engaged in production.

CENSUS OF
BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - TEXTILES AND THEIR PRODUCTS

(Values expressed in thousands of dollars)

Channels of Primary Distribution	House Furnishings Not Elsewhere Classified	Canvass Goods	Flags, Regalia, Vestments, etc.	Fabricated Products Not Elsewhere Classified	Artificial Leather and Oil Cloth	Asphalted-Felt-Base Floor Covering and Linoleum
Total Net Sales for Industry	(a)$46,076	(a)$25,712	(a) $7,215	(a) $6,113	(a)$34,864	(a)$50,653
Total Number of Plants	(b) 400	(b) 419	113	48	33	15
To own wholesale branches	$1,243	$399	(b)	(b)	(b)	(b)
Percent of total sales	2.7	1.6				
Number of plants selling	5	9				
To industrial and other large users	$6,874	$5,648	$2,270	$2,177	$14,904	$4,016
Percent of total sales	14.9	22.0	31.5	35.6	42.8	7.9
Number of plants selling	67	154	48	17	23	8
To wholesalers and jobbers	$10,285	$2,702	$2,004	$2,396	$17,983	$43,377
Percent of total sales	22.3	10.5	27.7	39.2	51.6	85.6
Number of plants selling	160	96	41	28	21	13
To own retail stores	$323	$176	$83	--	--	--
Percent of total sales	0.7	0.7	1.2	--	--	--
Number of plants selling	9	8	4	--	--	--
To retailers (including chain stores)	$25,950	$8,123	$1,399	$1,520	$1,515	$2,927
Percent of total sales	56.3	31.5	19.4	24.9	4.3	5.8
Number of plants selling	258	169	41	23	8	8
To household consumers	$992	$6,888	$557	--	--	$37
Percent of total sales	2.2	26.8	7.7	--	--	0.1
Number of plants selling	57	272	28	--	--	5
Total Distributed Sales	$45,667	$23,936	$6,313	$6,093	$34,402	$50,357
Transfer to other plants in same organization	(c)	(c)	(b)	--	$104	(b)
Percent of total sales				--	0.3	
Number of plants selling				--	4	
Sales not allocated to usual channels	$409	$1,776	$902	$20	$358	$296
Percent of total sales	0.9	6.9	12.5	0.3	1.0	0.6
Number of plants	13	28	10	3	6	4
Sales negotiated through agents, brokers, and commission houses: (Incl above)	$3,303	$623	$87	$220	$5,363	$7,360
Percent of total sales	7.2	2.4	1.2	3.6	15.4	14.5
Number of plants using	44	25	7	7	15	5
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	211	199	47	26	21	9
Total net sales	$31,344	$16,541	$4,036	$4,125	(c)$22,814	$26,397
Total expenses	$3,846	$3,126	$998	$632	$2,555	$1,434
Percent of net sales	12.3	18.9	24.7	15.3	11.2	5.4
Pay roll	$1,968	$1,696	$521	$348	$724	$754
Other expenses	$1,878	$1,430	$477	$284	$1,831	$680
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	335	302	76	41	24	11
Total employees	1,444	1,069	372	240	331	338
Male	1,012	834	248	138	229	294
Female	432	235	124	102	102	44
Total pay roll	(d) $2,394	(d) $1,866	(c) $568	(c) $402	(d) $730	(c) $754

FOR COMPARISON	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Percent of Distributed Sales to:												
Own wholesale branches	2.7	No comparable information	1.7	No comparable information	--	No comparable information	--	No comparable information	--	No comparable information	--	No comparable information
Industrial users	15.1		23.6		36.0		35.7		43.3		8.0	
Wholesalers and jobbers	22.5		11.3		31.7		39.4		52.3		86.1	
Own retail stores	0.7		0.7		1.3		--		--		--	
Retailers	56.8		33.9		22.2		24.9		4.4		5.8	
Household consumers	2.2		28.8		8.8		--		--		0.1	

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

TEXTILES AND THEIR PRODUCTS

Number of Plants	INDUSTRY	Total Sales Reported
198	Bags, Other than Paper (Not made in Textile Mills)	$125,294,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$125,294	100.0	xxxxx	198		xxxxx	202	
To own wholesale branches	8,392	6.7	7.2	10	7	3.6	19	6
To industrial and other large users	90,780	72.5	78.3	141	86	80.4	169	75
To wholesalers and jobbers	12,920	10.3	11.2	68	24	9.2	67	22
To own retail stores	--	--	--	--	--	--	--	--
To retailers (including chain stores)	3,315	2.6	2.9	30	8	6.8	35	4
To household consumers	457	0.4	0.4	6	1	--	--	--
Total Distributed Sales	115,864	92.5	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	8,251	6.6	xxxxx	30	6	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	1,179	0.9	xxxxx	11	2			
Sales negotiated through agents, brokers and commission houses	3,261	2.6	xxxxx	25	2			

(1) - Includes $5,105,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	160	$111,067(b)	$4,019	xxxxx	$1,982	xxxxx	$2,037	xxxxx	572	318	890
Pay roll only	13	2,825	67	2.4	67	2.4	xxxxx	xxxxx	23	10	33
Other expense only	41	13,502	348	2.8	xxxxx	xxxxx	348	2.8	xxxxx	xxxxx	xxxxx
Pay roll and other expense	106	94,740	3,604	4.0	1,915	2.1	1,689	1.9	549	308	857

(a) - Includes 356 full-time and part-time officers and employees, receiving $1,005,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $5,245,000 transferred to other plants in own organization by 24 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

FOREST PRODUCTS

Number of Plants
545

INDUSTRY (*)- Caskets, Coffins, Burial Cases, and Other Morticians' Goods

Total Sales Reported
$72,986,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$72,986	100.0	xxxxx	545		xxxxx	414	
To own wholesale branches	8,150	11.2	11.3	45	14	16.8	51	12
To industrial and other large users	3,316	4.5	4.6	41	21	1.1	10	3
To wholesalers and jobbers	11,370	15.6	15.8	152	52	15.9	118	31
To own retail stores	(a)	--	--	--	--	(a)	--	--
To retailers (including chain stores) (b)	48,990	67.1	68.3	432	321	66.2	352	241
To household consumers	--	--	--	--	--	--	--	--
Total Distributed Sales	71,826	98.4	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	781	1.1	xxxxx	12	4	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	379	0.5	xxxxx	6	4			
Sales negotiated through agents, brokers, and commission houses	5,091	7.0	xxxxx	60	17			

(a) - Sales to own retail stores combined with sales to wholesale branches to avoid disclosure of individual operations.
(b) - Includes sales to morticians.

(*) - The plants in this classification are engaged primarily in making caskets and coffins, of wood or of metal, burial cases, shipping cases, and morticians' supplies and accessories, such as burial garments, gloves and slippers, casket linings and draperies, ambulance baskets, lowering devices, couches, embalming tables and embalming fluids. The Census of Manufactures reports a preliminary value of products for this industry of $65,653,000 in 1935.
(1) - Includes $5,509,000 purchased merchandise without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	424	$61,927(b)	$9,868	xxxxx	$5,043	xxxxx	$4,825	xxxxx	2,009	266	2,275
Pay roll only	53	7,286	603	8.3	603	8.3	xxxxx	xxxxx	257	55	312
Other expense only	76	5,025	411	8.2	xxxxx	xxxxx	411	8.2	xxxxx	xxxxx	xxxxx
Pay roll and other expense	295	49,616	8,854	17.9	4,440	9.0	4,414	8.9	1,752	211	1,963

(a) - Includes 599 full-time and part-time officers and employees, receiving $1,303,000, who were reported to the Census of Manufactures as engaged in production.
(b) - Includes $146,000 transferred to other plants in own organizations by 7 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NOTES FOR TABLE ON PAGE 89

Baskets

The plants in this classification are engaged primarily in making baskets and hampers of all kinds; fruit, flower, berry, and truck packages; rattan and cane webbing; and, in general, small articles made of veneer, reed, and willow. (Manufacturers of rattan and willow furniture are classified in the "Furniture" industry.) The Census of Manufactures reports a preliminary value of products for this industry of $14,492,000 in 1935.

Notes:

(a) - Includes $768,000 purchased merchandise sold without processing.
(b) - Includes $77,000 transferred to other plants in own organizations by 3 plants, excluded in computing expense ratio.
(c) - Includes 155 full-time and part-time officers and employees, receiving $257,000, who were reported to the Census of Manufactures as engaged in production.
(d) - In 1929, sales to household consumers were combined with sales to industrial users because of incomplete reports.

Billiard and Pool Tables, Bowling Alleys, and Accessories

The plants in this classification are engaged primarily in making billiard, pool, and bagatelle tables; cues, balls, chalk, and other accessories; and bowling alleys and accessories. The Census of Manufactures reports a preliminary value of products for this industry of $3,145,000 in 1935.

Notes:

(a) - Sales to own retail stores combined with sales to retailers to avoid disclosure of individual operations.
(b) - Sales negotiated through agents, brokers, and commission houses not shown to avoid disclosure of individual operations.
(c) - Includes 10 full-time and part-time officers and employees, receiving $23,000, who were reported to the Census of Manufactures as engaged in production.

Boxes, Cigar

The plants in this classification are engaged primarily in making wooden or part-wooden boxes in which cigars are packed for resale. The Census of Manufactures reports a preliminary value of products for this industry of $6,161,000 in 1935.

Notes:

(a) - Includes $83,000 purchased merchandise sold without processing.
(b) - Sales not allocated to usual channels combined with sales to industrial users to avoid disclosure of individual operations.
(c) - Includes $76,000 transferred to other plants in own organization by 1 plant, excluded in computing expense ratio.
(d) - Includes 21 full-time and part-time officers and employees, receiving $37,000, who were reported to the Census of Manufactures as engaged in production.

Boxes, Wooden, Except Cigar

The plants in this classification are engaged primarily in making, from purchased lumber and from plywood and veneers, wooden boxes and cases; crates for butter, fruits, berries, and vegetables; box shooks; cases for eggs and canned goods; carrier trays; wooden storage battery boxes; fancy boxes covered with cretonne, silk, etc. (Box manufacturers who operate sawmills are classified in the "Lumber and Timber Products" industry.) The Census of Manufactures reports a preliminary value of products for this industry of $63,278,000 in 1935.

Notes:

(a) - Includes $2,499,000 purchased merchandise sold without processing.
(b) - Sales to own retail stores combined with sales to household consumers to avoid disclosure of individual operations.
(c) - Represents sales made chiefly to farmers.
(d) - Includes $355,000 transferred to other plants in own organizations by 15 plants, excluded in computing expense ratio.
(e) - Includes 435 full-time and part-time officers and employees, receiving $891,000, who were reported to the Census of Manufactures as engaged in production.

Cork Products

The plants in this classification are engaged primarily in making cork stoppers and bottle closures; cork board, cork pipe covering, moulded cork fittings, cork lagging, and other cork insulation products; cork tiling and flooring; and disks, gaskets, life preservers, mooring buoys, and other cork specialties. The Census of Manufactures reports a preliminary value of products for this industry of $13,987,000 in 1935.

Notes:

(a) - Includes $454,000 purchased merchandise sold without processing.
(b) - Sales to household consumers combined with sales to industrial users to avoid disclosure of individual operations.
(c) - Includes $668,000 transferred to other plants in own organizations by 3 plants, excluded in computing expense ratio.
(d) - Includes 40 full-time and part-time officers and employees, receiving $111,000, who were reported to the Census of Manufactures as engaged in production.

Excelsior

The plants in this classification are engaged primarily in making wood excelsiors, wood wool, excelsior pads and wrappers. The Census of Manufactures reports a preliminary value of products for this industry of $2,444,000 in 1935.

Notes:

(a) - Includes $7,000 purchased merchandise sold without processing.
(b) - Includes $182,000 transferred to other plants in own organizations by 2 plants, excluded in computing expense ratio.
(c) - Includes 22 full-time and part-time officers and employees, receiving $39,000, who were reported to the Census of Manufactures as engaged in production.

CENSUS OF BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - FOREST PRODUCTS

(Values expressed in thousands of dollars)

Channels of Primary Distribution	Baskets Etc.	Billiard and Pool Tables Etc.	Boxes, Cigar	Boxes, Wooden Except Cigar	Cork Product	Excelsior
Total Net Sales for Industry	(a) $15,363	$2,124	(a) $6,268	(a) $66,754	(a) $14,565	(a) $2,760
Total Number of Plants	207	17	73	656	34	50
To own wholesale branches	$460	--	--	$3,719	$1,596	--
Percent of total sales	3.0	--	--	5.6	11.0	--
Number of plants selling	5	--	--	17	3	--
To industrial and other large users	$2,741	$67	$5,637	$43,114	$4,976	$1,931
Percent of total sales	17.8	3.2	89.9	64.6	34.2	69.9
Number of plants selling	47	3	69	431	23	32
To wholesalers and jobbers	$3,529	$312	--	$10,766	$6,125	$383
Percent of total sales	23.0	14.7	--	16.1	42.0	13.9
Number of plants selling	106	7	--	184	18	21
To own retail stores	$51	(a)	--	(b)	--	--
Percent of total sales	0.3		--		--	--
Number of plants selling	3		--		--	--
To retailers (including chain stores)	$4,342	$1,641	--	$2,803	$214	$27
Percent of total sales	28.3	77.2	--	4.2	1.5	1.0
Number of plants selling	85	7	--	90	7	6
To household consumers	$2,655	$104	--	(c) $2,648	(b)	--
Percent of total sales	17.3	4.9	--	4.0		--
Number of plants selling	63	5	--	77		--
Total Distributed Sales	$13,778	$2,124	$5,637	$63,050	$12,911	$2,341
Transfer to other plants in same organization	$927	--	$631	$2,810	$1,405	$419
Percent of total sales	6.0	--	10.1	4.2	9.6	15.2
Number of plants selling	13	--	5	41	6	4
Sales not allocated to usual channels	$658	--	(b)	$894	$249	--
Percent of total sales	4.3	--		1.3	1.7	--
Number of plants	9	--		13	4	--
Sales negotiated through agents, brokers, and commission houses: (Incl. above)	$2,041	(b)	--	$5,131	$514	$40
Percent of total sales	13.3		--	7.7	3.5	1.4
Number of plants using	39		--	81	8	3
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	73	7	18	229	14	11
Total net sales	(b) $7,625	$423	(c) $2,047	(d) $31,886	(c) $3,311	(b) $1,673
Total expenses	$939	$54	$282	$3,352	$363	$114
Percent of net sales	12.4	12.7	13.8	10.6	11.4	7.3
Pay roll	$403	$28	$213	$1,773	$200	$60
Other expenses	$536	$26	$69	$1,579	$163	$54
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	132	13	37	402	22	24
Total employees	325	19	217	1,015	108	35
Male	291	16	139	889	76	31
Female	34	3	78	126	32	4
Total pay roll	(c) $474	(c) $38	(d) $222	(e) $1,895	(d) $211	(c) $61

FOR COMPARISON	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Percent of Distributed Sales to:												
Own wholesale branches	3.3	1.4	--	No comparable information	--	No comparable information	5.9	3.3	12.4	No comparbale information	--	No comparable information
Industrial users	19.9	42.7	3.2		100.0		68.4	87.7	38.5		82.4	
Wholesalers and jobbers	25.6	36.7	14.7		--		17.1	6.7	47.4		16.4	
Own retail stores	0.4	--	--		--		--	--	--		--	
Retailers	31.5	19.2	77.2		--		4.4	2.3	1.7		1.2	
Household consumers	19.3	(d)	4.9		--		4.2	--	--		--	

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

FOREST PRODUCTS

Number of Plants
406

INDUSTRY (*)- Cooperage

Total Sales Reported
$48,535,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$48,535	100.0	xxxxx	406		xxxxx	425	
To own wholesale branches	1,931	4.0	4.3	9	7	2.7	13	3
To industrial and other large users	37,217	76.6	82.1	279	240	78.2	367	303
To wholesalers and jobbers	4,997	10.3	11.0	62	35	12.8	76	32
To own retail stores	--	--	--	--	--	--	--	--
To retailers (including chain stores)	375	0.8	0.8	21	8	6.3	49	18
To household consumers	805	1.7	1.8	66	53	--	--	--
Total Distributed Sales	45,325	93.4	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	1,537	3.2	xxxxx	32	9	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	1,673	3.4	xxxxx	8	2			
Sales negotiated through agents, brokers, and commission houses	3,135	6.5	xxxxx	31	1			

(*) - The plants in this classification are engaged primarily in making barrels, kegs, tubs, pails, hogsheads, and other containers made of staves. (Staves, heading, and hoops - the cooperage stock - are products of the "Lumber and timber products industry".) The Census of Manufactures reports a preliminary value of products for this industry of $46,556,000 in 1935.

(1) - Includes $367,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	181	$34,324(b)	$2,228	xxxxx	$920	xxxxx	$1,308	xxxxx	432	63	495
Pay roll only	21	6,757	78	1.2	78	1.2	xxxxx	xxxxx	63	6	69
Other expense only	78	5,682	393	6.9	xxxxx	xxxxx	393	6.9	xxxxx	xxxxx	xxxxx
Pay roll and other expense	82	21,885	1,757	8.2	842	3.9	915	4.3	369	57	426

(a) - Includes 185 full-time and part-time officers and employees, receiving $382,000 who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $609,000 transferred to other plants in own organizations by 11 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

FOREST PRODUCTS

Number of Plants
3,012

INDUSTRY (*)- Furniture

Total Sales Reported
$444,516,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$444,516	100.0	xxxxx	3,012		xxxxx	3,290	
To own wholesale branches	18,555	4.2	4.3	45	15	3.2	141	43
To industrial and other large users	72,729	16.4	16.9	841	546	16.0	812	493
To wholesalers and jobbers	68,621	15.4	16.0	847	374	22.1	1,034	442
To own retail stores	7,657	1.7	1.8	47	18	3.8	143	62
To retailers (including chain stores)	253,199	56.9	59.0	1,671	1,117	52.3	1,900	1,166
To household consumers	8,428	1.9	2.0	363	164	2.6	380	192
Total Distributed Sales	429,189	96.5	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	5,203	1.2	xxxxx	29	9	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	10,124	2.3	xxxxx	85	47			
Sales negotiated through agents, brokers, and commission houses	54,012	12.2	xxxxx	407	119			

(*) - The plants in this classification are engaged primarily in making furniture, including store and office fixtures, of wood, metal, fiber reed, rattan and willow. The Census of Manufactures reports a preliminary value of products for this industry of $434,444,000 in 1935.

(1) - Includes $7,130,000 purchased merchandise sold without processing and $776,000 received for repair work performed at plants.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	2,284	$377,042(b)	$44,721	xxxxx	$22,080	xxxxx	$22,641	xxxxx	10,560	1,653	12,213
Pay roll only	233	41,574	2,504	6.0	2,504	6.0	xxxxx	xxxxx	1,507	149	1,656
Other expense only	666	46,107	3,744	8.1	xxxxx	xxxxx	3,744	8.1	xxxxx	xxxxx	xxxxx
Pay roll and other expense	1,385	289,361	38,473	13.3	19,576	6.8	18,897	6.5	9,053	1,504	10,557

(a) - Includes 3,700 full-time and part-time officers and employees, receiving $7,317,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $1,040,000 transferred to other plants in own organizations by 16 plants, excluded in computing percentages.

The figures in these tables differ slightly from those contained in the report for this industry dated Feb. 2, 1937, due to subsequent changes in classification of individual plants by the Census of Manufactures.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

FOREST PRODUCTS

Number of Plants	INDUSTRY (*)- Lumber, and Timber Products, not Elsewhere Classified	**Total Sales Reported**
5,773 (1)		$566,606,000 (2)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935 Amount of Net Sales (add 000)	1935 Percent Total Net Sales	1935 Percent Distributed Sales	1935 Number of Plants: Total	1935 Number of Plants: Selling Exclusively	1929 Percent Distributed Sales	1929 Number of Plants: Total	1929 Number of Plants: Selling Exclusively
Total for Industry	$566,606	100.0	xxxxx	5,773		xxxxx		
To own wholesale branches	41,197	7.3	8.5	136	53	3.6		
To industrial and other large users	162,892	28.7	33.6	2,523	1,356	42.8		
To wholesalers and jobbers	202,136	35.7	41.7	2,817	1,525	38.7		
To own retail stores	4,430	0.8	0.9	111	25	--		
To retailers (including chain stores)	59,462	10.5	12.3	1,079	243	14.9		
To household consumers	14,734	2.6	3.0	1,224	355	--		
Total Distributed Sales	484,851	85.6	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	42,096	7.4	xxxxx	352	157	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	39,659	7.0	xxxxx	388	257			
Sales negotiated through agents, brokers, and commission houses	118,400	20.9	xxxxx	1,035	317			

(*) - The plants in this classification are logging camps, producing logs, bolts, and rough timber products, such as hewn crossties, poles, posts, mine timbers, wheel and handle stock, excelsior stock, etc.; and sawmills, producing rough lumber, laths, shingles, staves, heading, hoops, veneer stock, veneers, and other products from logs and bolts. (Planing mills operated in conjunction with sawmills are covered by this classification, but independent planing mills are classified in the "Planing-mill products" industry.) The Census of Manufactures reports a preliminary value of products for this industry of $551,392,000 in 1935.

(1) - In addition there were 106 plants which made no sales but received $2,441,000 for processing materials owned by others.

(2) - Includes $11,997,000 purchased merchandise sold without processing and $1,139,000 received for processing materials owned by others.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense: Amount (add 000)	Total Reported Sales Expense: Percent of Net Sales	Pay Roll: Amount (add 000)	Pay Roll: Percent of Net Sales	Other Expense: Amount (add 000)	Other Expense: Percent of Net Sales	Employees (a): Male	Employees (a): Female	Employees (a): Total
Total Reported	2,129	$332,180(b)	$25,006	xxxxx	$8,746	xxxxx	$16,260	xxxxx	6,204	624	6,828
Pay roll only	311	34,450	1,574	4.7	1,574	4.7	xxxxx	xxxxx	1,484	77	1,561
Other expense only	877	54,668	4,457	8.8	xxxxx	xxxxx	4,457	8.8	xxxxx	xxxxx	xxxxx
Pay roll and other expense	941	243,062	18,975	8.1	7,172	3.1	11,803	5.0	4,720	547	5,267

(a) - Includes 2,911 full-time and part-time officers and employees, receiving $3,779,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $14,201,000 transferred to other plants in own organizations by 121 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

FOREST PRODUCTS

Number of Plants	INDUSTRY (*)- Mirror and Picture Frames	Total Sales Reported
167		$10,176,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants Total	Number of Plants Selling Exclusively	Percent Distributed Sales	Number of Plants Total	Number of Plants Selling Exclusively
Total for Industry	$10,176	100.0	xxxxx	167		xxxxx	178	
To own wholesale branches	--	--	--	--	--	1.8	6	3
To industrial and other large users	335	3.3	3.3	15	8	4.9	28	7
To wholesalers and jobbers	2,072	20.3	20.6	53	14	30.7	68	36
To own retail stores	50	0.5	0.5	4	2	2.2	12	7
To retailers (including chain stores)	7,353	72.3	73.4	127	77	57.4	113	55
To household consumers	225	2.2	2.2	25	4	3.0	26	5
Total Distributed Sales	10,035	98.6	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	--	--	xxxxx	--	--	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	141	1.4	xxxxx	5	5			
Sales negotiated through agents, brokers, and commission houses	998	9.8	xxxxx	13	2			

(*) - The plants in this classification are engaged primarily in making frames and finished picture-frame moldings, chiefly of wood, for mirrors, pictures, photographs, and medallions. The Census of Manufactures reports a preliminary value of products for this industry of $9,852,000 in 1935.

(1) - Includes $159,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	128	$8,601	$1,521	xxxxx	$784	xxxxx	$737	xxxxx	405	93	498
Pay roll only	12	887	60	6.8	60	6.8	xxxxx	xxxxx	34	10	44
Other expense only	43	796	84	10.5	xxxxx	xxxxx	84	10.5	xxxxx	xxxxx	xxxxx
Pay roll and other expense	73	6,918	1,377	19.9	724	10.5	653	9.4	371	83	454

(a) - Includes 120 full-time and part-time officers and employees, receiving $266,000, who were reported to the Census of Manufactures as engaged in production.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

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Lasts and Related Products

The plants in this classification are engaged primarily in making lasts for boots and shoes, shoe-trees, shoe stretchers, and display forms for boots and shoes. The Census of Manufactures reports a preliminary value of products for this industry of $5,521,000 in 1935.

Notes:

(a) - Includes $39,000 purchased merchandise sold without processing and $123,000 received for services performed on materials owned by others.
(b) - Sales negotiated through agents, brokers, and commission houses not shown to avoid disclosure of individual operations.
(c) - Includes $4,000 transferred to other plants in own organizations by 3 plants, excluded in computing expense ratio.
(d) - Includes 60 full-time and part-time officers and employees, receiving $164,000, who were reported to the Census of Manufactures as engaged in production.
(e) - In 1929, sales to own wholesale branches were combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.

Matches

The Census of Manufactures reports a preliminary value of products for this industry of $30,440,000 in 1935 including excise taxes.

Notes:

(a) - Includes $39,000 purchased merchandise sold without processing.
(b) - Includes $4,607,000 transferred to other plants in own organization by 1 plant, excluded in computing expense ratio.
(c) - Includes 66 full-time and part-time officers and employees, receiving $203,000, who were reported to the Census of Manufactures as engaged in production.

Plastic and Phenolic-Resin Products and Pulp Goods

The plants in this classification are engaged primarily in the production of finished products of nitro-cellulose, cellulose acetate, and similar plastics; phenolic-resin and vulcanized fiber products; and articles made of pressed wood pulp. (The manufacture of cellulose plastics and phenolic resins for sale as such is classified under "Chemicals not elsewhere classified.") The Census of Manufactures reports a preliminary value of products for this industry of $50,299,000 in 1935.

Notes:

(a) - Includes $529,000 purchased merchandise sold without processing.
(b) - Includes $158,000 transferred to other plants in own organizations by 2 plants, excluded in computing expense ratio.
(c) - Includes 188 full-time and part-time officers and employees, receiving $406,000, who were reported to the Census of Manufactures as engaged in production.

Turpentine and Rosin

The plants in this classification are engaged primarily in the production of spirits of turpentine and rosin, made by distillation of the resinous exudation of certain species of pine, principally longleaf and loblolly. (It does not cover the production of turpentine and rosin by wood distillation, which is a separate industry in the "Chemical and Allied Products" group.) The Census of Manufactures reports a preliminary value of products for this industry of $19,233,000 in 1935.

Notes:

(a) - Includes $147,000 purchased merchandise sold without processing.
(b) - Includes $84,000 transferred to other plants in own organizations by 4 plants, excluded in computing expense ratio.
(c) - Includes 155 full-time and part-time officers and employees, receiving $61,000, who were reported to the Census of Manufactures as engaged in production.
(d) - In 1929, sales to own retail stores were combined with sales to own wholesale branches to avoid disclosure of individual operations.

Window and Door Screens and Weather Strip

The plants in this classification are engaged primarily in making window screens, door screens and weather strip, regardless of the materials used. The Census of Manufactures reports a preliminary value of products for this industry of $8,668,000 in 1935.

Notes:

(a) - Includes $310,000 purchased merchandise sold without processing.
(b) - Includes 79 full-time and part-time officers and employees, receiving $125,000, who were reported to the Census of Manufactures as engaged in production.
(c) - In 1929, sales to own retail stores were combined with sales to retailers, and sales to household consumers were combined with sales to industrial users to avoid disclosure of individual operations.

Wood Preserving

The plants in this classification are engaged primarily in treating wood with creosote, zinc chloride, or other preservatives to prevent decay and for protection against insects. The Census of Manufactures reports a preliminary value of products for this industry of $41,602,000 in 1935.

Notes:

(a) - Includes $1,230,000 purchased merchandise sold without processing and $5,490,000 received for processing materials owned by others.
(b) - In addition there were 27 plants which made no sales but received $11,340,000 for services rendered in processing materials owned by others.
(c) - Includes $274,000 transferred to other plants in own organizations by 10 plants, excluded in computing expense ratio.
(d) - Includes 123 full-time and part-time officers and employees, receiving $216,000, who were reported to the Census of Manufactures as engaged in production.
(e) - In 1929, sales to own wholesale branches were combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.

CENSUS OF
BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - FOREST PRODUCTS

(Values expressed in thousands of dollars)

Channels of Primary Distribution	Lasts	Matches	Plastics	Turpentine and Rosin	Window and Door Screens and Weather Strip	Wood Preserving
Total Net Sales for Industry	(a) $5,448	(a) $28,265	(a) $53,052	(a) $19,488	(a) $9,265	(a) $46,012
Total Number of Plants	47	24	154	890	140	(b) 155
To own wholesale branches	--	$12,262	$3,017	--	$176	$1,084
Percent of total sales	--	43.4	5.7	--	1.9	2.4
Number of plants selling	--	11	7	--	3	5
To industrial and other large users	$5,045	$381	$33,546	$2,825	$1,871	$30,585
Percent of total sales	92.5	1.3	63.2	14.5	20.2	66.5
Number of plants selling	45	6	107	91	42	106
To wholesalers and jobbers	$161	$10,281	$8,774	$16,105	$3,186	$1,807
Percent of total sales	3.0	36.4	16.5	82.6	34.4	3.9
Number of plants selling	7	12	50	785	51	21
To own retail stores	--	--	--	--	$587	--
Percent of total sales	--	--	--	--	6.3	--
Number of plants selling	--	--	--	--	3	--
To retailers (including chain stores)	$238	$179	$905	$109	$1,695	$646
Percent of total sales	4.4	0.6	1.7	0.6	18.3	1.4
Number of plants selling	6	4	22	11	43	13
To household consumers	--	--	--	--	$1,256	--
Percent of total sales	--	--	--	--	13.6	--
Number of plants selling	--	--	--	--	64	--
Total Distributed Sales	$5,444	$23,103	$46,242	$19,039	$8,771	$34,122
Transfer to other plants in same organization	$4	$5,162	$5,401	$84	--	$11,734
Percent of total sales	0.1	18.3	10.2	0.4	--	25.5
Number of plants selling	3	3	15	4	--	44
Sales not allocated to usual channels	--	--	$1,409	$365	$494	$156
Percent of total sales	--	--	2.7	1.9	5.3	0.3
Number of plants	--	--	14	22	11	5
Sales negotiated through agents, brokers, and commission houses: (Incl. above)	(b)	$5,199	$5,545	$9,972	$640	$2,089
Percent of total sales		18.4	10.5	51.2	6.9	4.5
Number of plants using		7	27	477	8	24
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	34	11	82	65	59	34
Total net sales	(c) $5,007	(b) $14,664	(b) $32,134	(b) $1,692	$4,296	(c) $10,243
Total expenses	$701	$1,525	$2,668	$197	$719	$964
Percent of net sales	14.0	15.2	8.3	11.7	16.7	9.4
Pay roll	$373	$603	$1,359	$77	$401	$383
Other expenses	$328	$922	$1,309	$120	$318	$581
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	37	13	111	290	98	59
Total employees	136	267	559	329	285	212
Male	105	227	429	322	250	182
Female	31	40	130	7	35	30
Total pay roll	(d) $373	(c) $613	(c) $1,429	(c) $147	(b) $452	(d) $437

FOR COMPARISON	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Percent of Distributed Sales to:												
Own wholesale branches	--	(e)	53.1	No comparable information	6.5	No comparable information	--	4.2	2.0	13.5	3.2	(e)
Industrial users	92.6	93.3	1.6		72.5		14.8	8.9	21.3	43.8	89.5	80.1
Wholesalers and jobbers	3.0	5.8	44.5		19.0		84.6	86.5	36.4	21.4	5.3	15.1
Own retail stores	--	--	--		--		--	(d)	6.7	(c)	--	--
Retailers	4.4	0.9	0.8		2.0		0.6	0.4	19.3	21.3	2.0	4.8
Household consumers	--	--	--		--		--	--	14.3	(c)	--	--

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

FOREST PRODUCTS

Number of Plants	INDUSTRY (*) - Planing-Mill Products (Including General Millwork)	Total Sales Reported
2,561		$221,938,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935 Amount of Net Sales (add 000)	1935 Percent Total Net Sales	1935 Percent Distributed Sales	1935 Number of Plants Total	1935 Number of Plants Selling Exclusively	1929 Percent Distributed Sales	1929 Number of Plants Total	1929 Number of Plants Selling Exclusively
Total for Industry	$221,938	100.0	xxxxx	2,561		xxxxx	3,746	
To own wholesale branches	8,013	3.6	3.9	59	24	7.1	395	144
To industrial and other large users	76,727	34.6	37.5	1,227	577	56.0	2,870	2,030
To wholesalers and jobbers	47,970	21.6	23.4	717	211	36.9	1,469	656
To own retail stores	4,979	2.2	2.4	119	53	(a)	--	--
To retailers (including chain stores)	39,360	17.8	19.2	788	198	(a)	--	--
To household consumers	27,851	12.5	13.6	962	328	(a)	--	--
Total Distributed Sales	204,900	92.3	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	5,051	2.3	xxxxx	61	25	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	11,987	5.4	xxxxx	189	147			
Sales negotiated through agents, brokers, and commission houses	13,509	6.1	xxxxx	194	29			

(a) - Sales to household consumers were combined with sales to industrial users; sales to retailers were combined with sales to wholesalers; and sales to own retail stores were combined with sales to own wholesale branches, all because of incomplete reports.

(*) - The plants in this classification are "independent" planing mills; that is, planing mills not operated in conjunction with sawmills. (Planing mills operated in conjunction with sawmills are classified in the "Lumber and timber products" industry.) Principal products are dressed lumber, sash, doors, frames, interior woodwork, and molding. The Census of Manufactures reports a preliminary value of products for this industry of $196,272,000 in 1935.

(1) - Includes $17,098,000 purchased merchandise sold without processing and $571,000 received for processing materials owned by others.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense Amount (add 000)	Total Reported Sales Expense Percent of Net Sales	Pay Roll Amount (add 000)	Pay Roll Percent of Net Sales	Other Expense Amount (add 000)	Other Expense Percent of Net Sales	Employees (a) Male	Employees (a) Female	Employees (a) Total
Total Reported	1,608	$170,183(b)	$19,632	xxxxx	$9,564	xxxxx	$10,068	xxxxx	5,832	775	6,607
Pay roll only	243	20,865	1,659	8.0	1,659	8.0	xxxxx	xxxxx	1,198	109	1,307
Other expense only	468	26,649	2,225	8.4	xxxxx	xxxxx	2,225	8.4	xxxxx	xxxxx	xxxxx
Pay roll and other expense	897	122,669	15,748	13.0	7,905	6.5	7,843	6.5	4,634	666	5,300

(a) - Includes 3,263 full-time and part-time officers and employees, receiving $4,568,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $1,659,000 transferred to other plants in own organizations by 23 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

FOREST PRODUCTS

Number of Plants
750

INDUSTRY (*)- Wood Turned and Shaped and Other Wooden Goods

Total Sales Reported
$60,010,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$60,010	100.0	xxxxx	750		xxxxx	851	
To own wholesale branches	1,428	2.4	3.1	13	6	5.9	55	16
To industrial and other large users	20,425	34.0	44.5	427	249	42.7	499	219
To wholesalers and jobbers	16,943	28.2	36.9	361	127	39.8	429	158
To own retail stores	220	0.4	0.5	6	1	0.6	21	4
To retailers (including chain stores)	6,189	10.3	13.5	221	58	11.0	205	46
To household consumers	685	1.1	1.5	61	8	--	--	--
Total Distributed Sales	45,890	76.4	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	12,994	21.7	xxxxx	35	15	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	1,126	1.9	xxxxx	42	9			
Sales negotiated through agents, brokers, and commission houses	5,236	8.7	xxxxx	132	7			

(*) - The plants in this classification are engaged primarily in the manufacture of vehicle stock, wood handles, textile-machinery turnings and shapes, furniture turnings and shapes, and ladders and scaffolding equipment; turned and shaped woodenware; rough-turned toys and novelties; and miscellaneous turned and shaped wood products not covered by other classifications. The Census of Manufactures reports a preliminary value of products for this industry of $59,794,000 in 1935.

(1) - Includes $971,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	438	$33,773(b)	$3,319	xxxxx	$1,484	xxxxx	$1,835	xxxxx	796	166	962
Pay roll only	54	3,941	200	8.4	200	8.4	xxxxx	xxxxx	197	24	221
Other expense only	178	7,014	521	7.4	xxxxx	xxxxx	521	7.4	xxxxx	xxxxx	xxxxx
Pay roll and other expense	206	22,818	2,598	11.5	1,284	5.7	1,314	5.8	599	142	741

(a) - Includes 432 full-time and part-time officers and employees, receiving $807,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $1,853,000 transferred to other plants in own organizations by 4 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

PAPER AND ALLIED PRODUCTS

Number of Plants	INDUSTRY (*)-Paper	Total Sales Reported
581		$702,369,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$702,369	100.0	xxxxx	581		xxxxx	658	
To own wholesale branches	48,589	6.9	7.8	49	25	3.7	68	28
To industrial and other large users	321,743	45.9	51.8	343	132	48.3	398	194
To wholesalers and jobbers	240,794	34.3	38.8	300	115	45.9	393	66
To own retail stores	(a)	--	--	--	--	(a)	--	--
To retailers (including chain stores)	10,129	1.4	1.6	51	4	2.1	44	6
To household consumers	273	(b)	(b)	--	--	--	--	--
Total Distributed Sales	621,528	88.5	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	74,913	10.7	xxxxx	148	28	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	5,928	0.8	xxxxx	34	3			
Sales negotiated through agents, brokers, and commission houses	33,756	4.8	xxxxx	114	5			

(a) - Sales to own retail stores combined with sales to household consumers to avoid disclosures of individual operations.

(b) - Less than 1/10 of 1%.

(*) - The plants in this classification are engaged primarily in making all kinds of paper and paperboard, such as newsprint, book, cover, writing, wrapping, tissue, absorbent, and building papers and converted-paper products made in paper mills. (An independent factory making converted-paper products is given its specific industry classification.) The Census of Manufactures reports a preliminary value of products for this industry of $711,793,000 in 1935.

(1) - Includes $4,084,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	318	$396,920(b)	$22,533	xxxxx	$9,268	xxxxx	$13,265	xxxxx	2,770	656	3,426
Pay roll only	32	40,760	944	2.5	944	2.5	xxxxx	xxxxx	258	39	297
Other expense only	52	31,758	952	3.6	xxxxx	xxxxx	952	3.6	xxxxx	xxxxx	xxxxx
Pay roll and other expense	234	324,402	20,637	6.6	8,324	2.7	12,313	3.9	2,512	617	3,129

(a) - Includes 1,689 full-time and part-time officers and employees, receiving $3,536,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $20,808,000 transferred to other plants in own organizations by 44 plants, excluded in computing percentages.

PAPER AND ALLIED PRODUCTS

Number of Plants	INDUSTRY (*)- Paper Goods, Not Elsewhere Classified	Total Sales Reported
535		$200,946,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$200,946	100.0	xxxxx	535		xxxxx	436	
To own wholesale branches	15,757	7.8	8.1	29	12	6.2	23	4
To industrial and other large users	64,591	32.1	33.4	254	128	30.5	219	122
To wholesalers and jobbers	78,439	39.1	40.5	315	135	46.3	245	114
To own retail stores	--	--	--	--	--	(a)	--	--
To retailers (including chain stores)	33,726	16.8	17.4	167	43	16.7	111	25
To household consumers	1,225	0.6	0.6	21	4	0.3	28	13
Total Distributed Sales	193,738	96.4	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	5,222	2.6	xxxxx	33	3	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	1,986	1.0	xxxxx	29	3			
Sales negotiated through agents, brokers, and commission houses	10,590	5.3	xxxxx	110	11			

(a) - Sales to own retail stores were combined with sales to retailers to avoid disclosure of individual operations.

(*) - The plants in this classification are engaged primarily in making paper goods not elsewhere classified such as waxed paper; glazed and fancy paper; toilet paper; coated book paper; gummed tape, paper cups, dishes, spoons, etc.; paper napkins; water-proof wrapping paper; paper towels; crepe and lace paper; bottle caps; playing cards; adding-machine and cash-register paper; soda straws, stencil paper, etc. The Census of Manufactures reports a preliminary value of products for this industry of $195,786,000 in 1935.

(1) - Includes $4,518,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	405	$159,559(b)	$16,638	xxxxx	$7,416	xxxxx	$9,222	xxxxx	2,360	1,144	3,504
Pay roll only	26	9,576	282	3.0	282	3.0	xxxxx	xxxxx	125	60	185
Other expense only	90	15,214	1,201	7.9	xxxxx	xxxxx	1,201	7.9	xxxxx	xxxxx	xxxxx
Pay roll and other expense	289	134,769	15,155	11.3	7,134	5.3	8,021	6.0	2,235	1,084	3,319

(a) - Includes 1,167 full-time and part-time officers and employees, receiving $2,378,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $508,000 transferred to other plants in own organizations by 22 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NOTES FOR TABLE ON PAGE 101

Bags, Paper, Exclusive of Those Made in Paper Mills

The plants in this classification are engaged primarily in making from purchased paper, bags for groceries and other merchandise, shopping bags, and garment bags. The Census of Manufactures reports a preliminary value of products for this industry of $65,564,000 in 1935.

Notes:

(a) - Includes $1,206,000 purchased merchandise sold without processing.
(b) - Sales to own wholesale branches combined with sales to industrial users to avoid disclosure of individual operations.
(c) - Includes $51,000 transferred to other plants in own organizations by 2 plants, excluded in computing expense ratio.
(d) - Includes 320 full-time and part-time officers and employees, receiving $868,000, who were reported to the Census of Manufactures as engaged in production.

Boxes, Paper, Not Elsewhere Classified

The plants in this classification are engaged primarily in the manufacture, from paper, newsboard, or cardboard, of plain and metal edge boxes; shipping containers; cartons and folding boxes; set-up paper boxes; paper cans; decorated, lithographed, lacquered, and fancy covered paper boxes; and other paper boxes and containers. The Census of Manufactures reports a preliminary value of products for this industry of $298,648,000 in 1935.

Notes:

(a) - Includes $2,507,000 purchased merchandise sold without processing.
(b) - Includes $4,982,000 transferred to other plants in own organizations by 44 plants, excluded in computing expense ratio.
(c) - Includes 1,573 full-time and part-time officers and employees, receiving $3,878,000, who were reported to the Census of Manufactures as engaged in production.

Cardboard, Not Made in Paper Mills

The plants in this classification are engaged primarily in surface-coating and glazing paper, box board, fiber board, and the like. The principal products are printers' cardboard, display cut-outs, lithographic mounts, etc. The Census of Manufactures reports a preliminary value of products for this industry of $3,694,000 in 1935.

Notes:

(a) - Includes $114,000 purchased merchandise sold without processing.
(b) - Transfers to other plants in same organization combined with sales to industrial users to avoid disclosure of individual operations.
(c) - Includes 33 full-time and part-time officers and employees, receiving $56,000, who were reported to the Census of Manufactures as engaged in production.
(d) - In 1929, sales to retailers were combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.

Card Cutting and Designing

The plants in this classification are engaged primarily in making index cards for office and library cabinets; jewelers' cards; Jacquard cards; fancy cards; stencil cards for addressing machines; photograph mats, mounts, and folders; cardboard panels and foundations, etc. The Census of Manufactures reports a preliminary value of products for this industry of $17,216,000 in 1935.

Notes:

(a) - Includes $110,000 purchased merchandise sold without processing and $63,000 received for processing materials owned by others.
(b) - Sales to own wholesale branches combined with sales to wholesalers and jobbers; sales to own retail stores combined with sales to retailers; and transfers to other plants in same organization combined with sales to industrial users, all to avoid disclosures of individual operations.
(c) - Includes 147 full-time and part-time officers and employees, receiving $293,000, who were reported to the Census of Manufactures as engaged in production.
(d) - In 1929, sales to own wholesale branches were combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.

Envelopes

The plants in this classification are engaged primarily in making envelopes of any description, including those used for filing, wrapping, etc. The Census of Manufactures reports a preliminary value of products for this industry of $43,618,000 in 1935.

Notes:

(a) - Includes $392,000 purchased merchandise sold without processing.
(b) - Transfers to other plants in same organization combined with sales to industrial users to avoid disclosure of individual operations.
(c) - Includes 532 full-time and part-time officers and employees, receiving $1,226,000, who were reported to the Census of Manufactures as engaged in production.
(d) - In 1929, sales to retailers were combined with sales to industrial users because of incomplete reports.

Pulp

The plants in this classification are engaged primarily in making pulp from wood or other fiber. The Census of Manufactures reports a preliminary value of products for this industry of $167,208,000 in 1935.

Notes:

(a) - Includes $3,984,000 purchased merchandise sold without processing.
(b) - Includes $3,928,000 transferred to other plants in own organizations by 6 plants, excluded in computing expense ratio.
(c) - Includes 32 full-time and part-time officers and employees, receiving $92,000, who were reported to the Census of Manufactures as engaged in production.

CENSUS OF BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - PAPER AND ALLIED PRODUCTS

(Values expressed in thousands of dollars)

Channels of Primary Distribution	Bags, Paper	Boxes, Paper	Cardboard	Card Cutting etc.	Envelopes	Pulp
Total Net Sales for Industry	(a) $66,254	(a) $301,871	(a) $3,811	(a) $17,367	(a) $45,557	(a) $164,100
Total Number of Plants	108	1,211	15	76	166	187
To own wholesale branches	(b)	$3,970	--	(b)	$1,911	$4,684
Percent of total sales		1.3	--		4.1	2.9
Number of plants selling		13	--		18	6
To industrial and other large users	$24,736	$220,623	$1,414	$11,446	$20,740	$43,051
Percent of total sales	37.3	73.1	37.1	66.0	45.6	26.2
Number of plants selling	58	880	10	45	113	67
To wholesalers and jobbers	$27,119	$35,850	$2,103	$1,843	$18,362	$2,584
Percent of total sales	40.9	11.9	55.2	10.6	40.3	1.6
Number of plants selling	60	362	13	27	102	6
To own retail stores	--	--	--	(b)	--	--
Percent of total sales	--	--	--		--	--
Number of plants selling	--	--	--		--	--
To retailers (including chain stores)	$8,254	$22,534	$274	$3,482	$3,672	--
Percent of total sales	12.5	7.5	7.2	20.0	8.1	--
Number of plants selling	28	315	7	22	62	--
To household consumers	--	--	--	--	--	--
Percent of total sales	--	--	--	--	--	--
Number of plants selling	--	--	--	--	--	--
Total Distributed Sales	$60,109	$282,977	$3,791	$16,771	$44,685	$50,319
Transfer to other plants in same organization	$5,944	$16,932	(b)	(b)	(b)	$105,990
Percent of total sales	9.0	5.6				64.6
Number of plants selling	5	85				154
Sales not allocated to usual channels	$201	$1,962	$20	$596	$872	$7,791
Percent of total sales	0.3	0.6	0.5	3.4	1.9	4.7
Number of plants	4	28	5	5	12	9
Sales negotiated through agents, brokers, and commission houses: (Incl. above)	$5,322	$10,914	--	$515	$1,326	$8,306
Percent of total sales	8.0	3.6	--	3.0	2.9	5.1
Number of plants using	15	102	--	8	13	15
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	58	586	10	39	101	9
Total net sales	(c) $29,364	(b) $187,221	$3,524	$13,341	$37,572	(b) $24,029
Total expenses	$3,611	$17,300	$330	$1,595	$4,677	$577
Percent of net sales	12.3	9.5	9.4	12.0	12.4	2.7
Pay roll	$1,686	$9,237	$155	$652	$2,645	$197
Other expenses	$1,925	$8,063	$175	$943	$2,032	$380
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	76	893	13	56	135	18
Total employees	1,222	4,099	89	326	1,359	75
Male	799	3,116	55	256	1,058	58
Female	423	983	34	70	301	17
Total pay roll	(d) $2,305	(c) $9,859	(c) $155	(c) $658	(c) $2,824	(c) $244

FOR COMPARISON	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Percent of Distributed Sales to:												
Own wholesale branches	--	16.6	1.4	1.4	--	--	--	(d)	4.3	2.7	9.3	--
Industrial users	41.2	41.5	77.9	76.4	37.3	29.0	68.2	54.0	46.4	49.0	85.6	99.4
Wholesalers and jobbers	45.1	39.8	12.7	16.3	55.5	71.0	11.0	15.3	41.1	48.3	5.1	0.6
Own retail stores	--	--	--	--	--	--	--	--	--	--	--	--
Retailers	13.7	2.1	8.0	5.9	7.2	(d)	20.8	30.7	8.2	(d)	--	--
Household consumers	--	--	--	--	--	--	--	--	--	--	--	--

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

PAPER AND ALLIED PRODUCTS

Number of Plants	INDUSTRY (*)- Wall Paper	Total Sales Reported
40		$19,444,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$19,444	100.0	xxxxx	40		xxxxx	56	
To own wholesale branches	--	--	--	--	--	(b)	--	--
To industrial and other large users	--	--	--	--	--	0.2	3	--
To wholesalers and jobbers	11,708	60.2	66.4	31	12	67.4	49	26
To own retail stores	--	--	--	--	--	--	--	--
To retailers (including chain stores)	5,927	30.5	33.6	22	6	32.4	31	6
To household consumers	4	(a)	(a)	4	--	(b)	--	--
Total Distributed Sales	17,639	90.7	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	1,762	9.1	xxxxx	6	2	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	43	0.2	xxxxx	3	--			
Sales negotiated through agents, brokers, and commission houses	--	--	xxxxx	--	--			

(a) - Less than 1/10 of 1 %.
(b) - Sales to own wholesale branches were combined with sales to retailers and sales to household consumers were combined with sales to industrial users to avoid disclosures of individual operations.

(*) - The plants in this classification are engaged primarily in designing and printing paper to cover interior walls and ceilings. The Census of Manufactures reports a preliminary value of products for this industry of $19,658,000 in 1935.
(1) - Includes $101,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	36	$17,484(b)	$1,713	xxxxx	$725	xxxxx	$988	xxxxx	231	56	287
Pay roll only	4	1,554	16	10.1	16	10.1	xxxxx	xxxxx	7	3	10
Other expense only	5	1,943	259	13.3	xxxxx	xxxxx	259	13.3	xxxxx	xxxxx	xxxxx
Pay roll and other expense	27	13,987	1,438	11.2	709	5.5	729	5.7	224	53	277

(a) - Includes 119 full-time and part-time officers and employees, receiving $248,000, who were reported to the Census of Manufactures as engaged in production.
(b) - Includes $1,177,000 transferred to other plants in own organizations by 5 plants, excluded in computing percentages.

CENSUS OF BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

PRINTING AND PUBLISHING

Number of Plants
107

INDUSTRY (*)- Book Publishing

Total Sales Reported
$40,973,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$40,973	100.0	xxxxx	107		xxxxx		
To own wholesale branches	--	--	--	--	--			
To industrial and other large users	19,372	47.2	51.8	53	25			
To wholesalers and jobbers	6,876	16.8	18.4	38	5			
To own retail stores	(a)	--	--	--	--			
To retailers (including chain stores)	7,074	17.3	18.9	44	13			
To household consumers	4,068	9.9	10.9	23	3			
Total Distributed Sales	37,390	91.2	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	1,020	2.5	xxxxx	3	2	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	2,563	6.3	xxxxx	19	19			
Sales negotiated through agents, brokers, and commission houses	686	1.7	xxxxx	3	1			

(a) - Sales to own retail stores combined with sales to retailers to avoid disclosure of individual operations.

(*) - The plants in this classification are engaged primarily in book publishing with and without printing. The Census of Manufactures reports a preliminary value of products for this industry of $32,457,000 in 1935.

(1) - Includes $41,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	17	$7,831 (b)	$678	xxxxx	$443	xxxxx	$235	xxxxx	154	50	204
Pay roll only	--	--	--	--	--	--	xxxxx	xxxxx	--	--	--
Other expense only	4	433	26	6.1	xxxxx	xxxxx	26	6.1	xxxxx	xxxxx	xxxxx
Pay roll and other expense	13	7,398	652	8.8	443	6.0	209	2.8	154	50	204

(a) - Includes 32 full-time and part-time officers and employees, receiving $118,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $436,000 transferred to other plants in own organization by 1 plant, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

CHEMICALS AND ALLIED PRODUCTS

Number of Plants
555

INDUSTRY (*) - Chemicals, Not Elsewhere Classified

Total Sales Reported
$623,674,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935 Amount of Net Sales (add 000)	1935 Percent Total Net Sales	1935 Percent Distributed Sales	1935 Number of Plants Total	1935 Number of Plants Selling Exclusively	1929 Percent Distributed Sales	1929 Number of Plants Total	1929 Number of Plants Selling Exclusively
Total for Industry	$623,674	100.0	xxxxx	555		xxxxx		
To own wholesale branches	203,249	32.6	39.8	111	65			
To industrial and other large users	216,591	34.7	42.4	348	161			
To wholesalers and jobbers	83,964	13.5	16.4	203	53			
To own retail stores	--	--	--	--	--			
To retailers (including chain stores)	6,635	1.1	1.3	60	8			
To household consumers	532	0.1	0.1	12	1			
Total Distributed Sales	510,971	82.0	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	86,879	13.9	xxxxx	106	26	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	25,824	4.1	xxxxx	50	4			
Sales negotiated through agents, brokers, and commission houses	44,755	7.2	xxxxx	110	19			

(*) - The plants in this classification are engaged primarily in making products falling within the following groups: (1) Acids. (2) Nitrogen compounds, including ammonium and cyanogen compounds. (3) Sodium compounds. (4) Potassium compounds, including potash from original sources. (5) Coal-tar crudes, intermediates, and finished coal-tar products (dyes, color lakes, photographic chemicals, medicinals, flavors, perfume materials, synthetic tanning materials, phenolic resins, etc.) (6) General inorganic compounds of metals (antimony, arsenic, copper, gold, iron, etc.), rare earths, etc. (7) General organic compounds such as amyl, butyl, and ethyl acetates; acetone, butyl and other alcohols, not including ethyl alcohol nor methanol (wood alcohol), produced by the distillation of wood; carbon chemicals (bisulphide, tetrachloride, etc.); ether, ethylene glycol; ethyl chloride; glycerin; casein, pyroxylin, and other plastics; tetraethyl lead; vanillin, etc. The Census of Manufactures reports a preliminary value of products for this industry of $668,697,000 in 1935.

(1) - Includes $17,222,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense Amount (add 000)	Total Reported Sales Expense Percent of Net Sales	Pay Roll Amount (add 000)	Pay Roll Percent of Net Sales	Other Expense Amount (add 000)	Other Expense Percent of Net Sales	Employees (a) Male	Employees (a) Female	Employees (a) Total
Total Reported	261	$197,555(b)	$14,967	xxxxx	$4,172	xxxxx	$10,795	xxxxx	1,222	365	1,587
Pay roll *only*	31	12,756	254	2.1	254	2.1	xxxxx	xxxxx	128	17	145
Other expense *only*	70	31,799	1,826	6.2	xxxxx	xxxxx	1,826	6.2	xxxxx	xxxxx	xxxxx
Pay roll *and* other expense	160	153,000	12,887	8.8	3,918	2.7	8,969	6.1	1,094	348	1,442

(a) - Includes 521 full-time and part-time officers and employees, receiving $1,377,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $9,793,000 transferred to other plants in own organizations by 41 plants, excluded in computing percentages.

Number of Plants
391

INDUSTRY (*) - Cleaning and Polishing Preparations

Total Sales Reported
$45,975,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935 Amount of Net Sales (add 000)	1935 Percent Total Net Sales	1935 Percent Distributed Sales	1935 Number of Plants Total	1935 Number of Plants Selling Exclusively	1929 Percent Distributed Sales	1929 Number of Plants Total	1929 Number of Plants Selling Exclusively
Total for Industry	$45,975	100.0	xxxxx	391		xxxxx	429	
To own wholesale branches	5,271	11.5	11.7	12	7	10.4	22	7
To industrial and other large users	10,384	22.6	23.0	194	87	18.5	196	67
To wholesalers and jobbers	18,392	39.9	40.7	213	76	58.3	261	76
To own retail stores	--	--	--	--	--	--	--	--
To retailers (including chain stores)	10,758	23.4	23.8	161	46	11.6	185	30
To household consumers	348	0.8	0.8	25	7	1.2	63	10
Total Distributed Sales	45,153	98.2	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	413	0.9	xxxxx	7	2	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	409	0.9	xxxxx	18	6			
Sales negotiated through agents, brokers, and commission houses	3,302	7.2	xxxxx	72	11			

(*) - The plants in this classification are engaged primarily in making preparations for cleaning and polishing furniture, floors, wall paper, gloves and other wearing apparel, and metal ware; automobile body polish; paint and varnish removers; rust and stain removers; washing, ironing, sweeping, and scouring compounds; laundry tablets; floor wax, eyeglass and windshield cleaners; copper cloth, steel wool; etc. The Census of Manufactures reports a preliminary value of products for this industry of $42,658,000 in 1935.

(1) - Includes $1,258,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense Amount (add 000)	Total Reported Sales Expense Percent of Net Sales	Pay Roll Amount (add 000)	Pay Roll Percent of Net Sales	Other Expense Amount (add 000)	Other Expense Percent of Net Sales	Employees (a) Male	Employees (a) Female	Employees (a) Total
Total Reported	275	$27,576(b)	$6,744	xxxxx	$2,360	xxxxx	$4,384	xxxxx	1,092	319	1,411
Pay roll only	24	1,699	126	7.4	126	7.4	xxxxx	xxxxx	86	14	100
Other expense only	80	6,367	777	12.2	xxxxx	xxxxx	777	12.2	xxxxx	xxxxx	xxxxx
Pay roll and other expense	171	19,510	5,841	30.1	2,234	11.5	3,607	18.6	1,006	305	1,311

(a) - Includes 435 full-time and part-time officers and employees, receiving $746,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $117,000 transferred to other plants in own organization by 3 plants, excluded in computing percentages.

The figures in these tables differ slightly from those contained in the report for this industry dated February 11, 1937, due to subsequent changes in classification of individual plants by the Census of Manufactures.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NOTES FOR TABLE ON PAGE 107

Ammunition and Related Products

The plants in this classification are engaged primarily in making ammunition for small arms (not including grenades and bombs) and blasting and detonating caps. (It does not include the production of ammunition in arsenals and other plants operated by the Federal Government.) The Census of Manufactures reports a preliminary value of products for this industry of $26,293,000 in 1935.

Notes:

(a) - Includes $478,000 purchased merchandise sold without processing.
(b) - Includes 48 full-time and part-time officers and employees, receiving $124,000, who were reported to the Census of Manufactures as engaged in production.

Baking Powder, Yeast and Other Leavening Compounds

The Census of Manufactures reports a preliminary value of products for this industry of $32,341,000 in 1935.

Notes:

(a) - Includes $158,000 purchased merchandise sold without processing.
(b) - Sales to own retail stores combined with sales to own wholesale branches to avoid disclosure of individual operations.
(c) - Transfers to other plants in same organization combined with sales to industrial users to avoid disclosure of individual operations.
(d) - Includes 183 full-time and part-time officers and employees, receiving $359,000, who were reported to the Census of Manufactures as engaged in production.

Blacking, Stains and Dressings

The plants in this classification are engaged primarily in making blacking, waxes, stains, and dressings for leather and other materials, and stove polish, burnishing inks, and related products. The Census of Manufactures reports a preliminary value of products for this industry of $17,932,000 in 1935.

Notes:

(a) - Includes $102,000 purchased merchandise sold without processing.
(b) - Sales to own wholesale branches combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.
(c) - Includes $714,000 transferred to other plants in own organizations by 3 plants, excluded in computing expense ratio.
(d) - Includes 131 full-time and part-time officers and employees, receiving $354,000, who were reported to the Census of Manufactures as engaged in production.

Bluing

The plants in this classification are engaged primarily in making laundry bluing, soluble and liquid, aniline blue, etc., made principally from Prussian blue. The Census of Manufactures reports a preliminary value of products for this industry of $912,000 in 1935.

Notes:

(a) - Includes $2,000 purchased merchandise sold without processing.
(b) - Includes 6 full-time and part-time officers and employees receiving $17,000, who were reported to the Census of Manufactures as engaged in production.
(c) - In 1929, sales to household consumers were combined with sales to retailers to avoid disclosure of individual operations.

Bone Black, Carbon Black, and Lampblack

The plants in this classification are engaged primarily in the manufacture of bone black, carbon black, and lampblack. The Census of Manufactures reports a preliminary value of products for this industry of $14,811,000 in 1935.

Notes:

(a) - Includes $141,000 purchased merchandise sold without processing.
(b) - Transfers to other plants in same organization and sales not allocated to usual channels combined with sales to industrial users to avoid disclosures of individual operations.
(c) - Includes 1 full-time and/or part-time officer or employee, receiving $3,000, who was reported to the Census of Manufactures as engaged in production.

Candles

The Census of Manufactures reports a preliminary value of products for this industry of $4,734,000 in 1935.

Notes:

(a) - Includes $101,000 purchased merchandise sold without processing.
(b) - Includes 48 full-time and part-time officers and employees, receiving $97,000, who were reported to the Census of Manufactures as engaged in production.

CENSUS OF BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - CHEMICALS AND ALLIED PRODUCTS

(Values expressed in thousands of dollars)

Channels of Primary Distribution	Ammunition Etc.	Baking Powder Etc.	Blackings, Stains and Dressings	Bluing	Bone Black Etc.	Candles
Total Net Sales for Industry	(a) $26,375	(a) $36,097	(a) $18,151	(a) $920	(a) $17,768	(a) $4,675
Total Number of Plants	14	46	168	13	55	23
To own wholesale branches	$3,852	$16,245	(b)	--	--	--
Percent of total sales	14.6	45.0		--	--	--
Number of plants selling	3	19		--	--	--
To industrial and other large users	$1,331	$566	$4,834	--	$12,456	$1,665
Percent of total sales	5.0	1.6	26.6	--	70.1	35.6
Number of plants selling	7	3	88	--	46	8
To wholesalers and jobbers	$18,432	$15,980	$9,047	$811	$5,312	$989
Percent of total sales	70.0	44.3	49.9	88.2	29.9	21.2
Number of plants selling	10	24	83	13	17	15
To own retail stores	--	(b)	--	--	--	--
Percent of total sales	--		--	--	--	--
Number of plants selling	--		--	--	--	--
To retailers (including chain stores)	$1,067	$2,283	$1,858	$109	--	$1,596
Percent of total sales	4.0	6.3	10.2	11.8	--	34.1
Number of plants selling	4	14	49	4	--	15
To household consumers	--	--	$15	--	--	--
Percent of total sales	--	--	0.1	--	--	--
Number of plants selling	--	--	5	--	--	--
Total Distributed Sales	$24,682	$35,074	$15,754	$920	$17,768	$4,250
Transfer to other plants in same organization	--	(c)	$2,232	--	(b)	--
Percent of total sales	--		12.3	--		--
Number of plants selling	--		7	--		--
Sales not allocated to usual channels	$1,693	$1,023	$165	--	(b)	$425
Percent of total sales	6.4	2.8	0.9	--		9.1
Number of plants	7	4	12	--		4
Sales negotiated through agents, brokers, and commission houses: (Incl. above)	$1,076	$3,611	$851	--	$10,359	$1,808
Percent of total sales	4.1	10.0	4.7	--	58.3	38.7
Number of plants using	3	8	26	--	26	8
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	8	18	94	9	2	15
Total net sales	$11,956	$10,663	(c) $13,414	$791	$715	$3,862
Total expenses	$1,538	$2,341	$3,111	$235	$56	$954
Percent of net sales	12.9	22.0	24.5	29.7	7.8	24.7
Pay roll	$605	$913	$1,484	$142	$14	$316
Other expenses	$933	$1,428	$1,627	$93	$42	$638
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	8	24	127	12	11	22
Total employees	238	611	663	52	7	188
Male	201	521	599	37	5	156
Female	37	90	64	15	2	32
Total pay roll	(b) $605	(d) $929	(d) $1,522	(b) $142	(c) $16	(b) $338

FOR COMPARISON	Ammunition Etc. 1935	Ammunition Etc. 1929	Baking Powder Etc. 1935	Baking Powder Etc. 1929	Blackings, Stains and Dressings 1935	Blackings, Stains and Dressings 1929	Bluing 1935	Bluing 1929	Bone Black Etc. 1935	Bone Black Etc. 1929	Candles 1935	Candles 1929
Percent of Distributed Sales to:												
Own wholesale branches	15.6	No comparable information	46.3	48.1	--	(b)	--	--	--	--	--	--
Industrial users	5.4		1.6	1.9	30.7	23.8	--	--	70.1	79.4	39.2	59.5
Wholesalers and jobbers	74.7		45.6	37.9	57.4	65.0	88.2	95.5	29.9	20.6	23.3	15.9
Own retail stores	--		--	(b)	--	--	--	--	--	--	--	--
Retailers	4.3		6.5	12.1	11.8	11.2	11.8	4.5	--	--	37.5	24.6
Household consumers	--		--	--	0.1	--	--	(c)	--	--	--	--

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NOTES FOR TABLE ON PAGE 109

Compressed and Liquified Gases

The plants in this classification are engaged primarily in the production of gases, such as carbon dioxide, chlorine, hydrogen, oxygen, acetylene (when sold in containers), nitrous oxide (laughing gas), sulphur dioxide, and other gases, compressed and liquified. The Census of Manufactures reports a preliminary value of products for this industry of $42,019,000 in 1935.

Notes:

(a) - Includes $1,383,000 purchased merchandise sold without processing.
(b) - Includes $221,000 transferred to other plants in own organizations by 8 plants, excluded in computing expense ratio.
(c) - Includes 101 full-time and part-time officers and employees, receiving $204,000, who were reported to the Census of Manufactures as engaged in production.

Drug Grinding

The plants in this classification, sometimes referred to as "drug millers", are engaged primarily in grinding drugs, charcoal, herbs, gum, licorice, and other roots, etc., for sale. The Census of Manufactures reports a preliminary value of products for this industry of $5,916,000 in 1935.

Notes:

(a) - Includes $130,000 purchased merchandise sold without processing and $147,000 received for processing materials owned by others.
(b) - Sales to own wholesale branches, transfers to other plants in same organization and sales not allocated to usual channels all combined with sales to industrial users to avoid disclosure of individual operations.
(c) - Includes 10 full-time and part-time officers and employees, receiving $36,000, who were reported to the Census of Manufactures as engaged in production.
(d) - In 1929, sales to household consumers were combined with sales to industrial users on account of incomplete reports.

Explosives

The plants in this classification are engaged primarily in making black and smokeless powder, dynamite, nitroglycerin, etc. The Census of Manufactures reports a preliminary value of products for this industry of $40,667,000 in 1935.

Notes:

(a) - Includes $1,927,000 purchased merchandise sold without processing.
(b) - Not shown to avoid disclosure of individual operations.
(c) - Includes $434,000 transferred to other plants in own organizations by 5 plants, excluded in computing expense ratio.
(d) - Includes 30 full-time and part-time officers and employees, receiving $84,000, who were reported to the Census of Manufactures as engaged in production.

Fireworks

The plants in this classification are engaged primarily in making display fireworks of all kinds, flares and fuses, railroad torpedoes and fuse. The Census of Manufactures reports a preliminary value of products for this industry of $6,504,000 in 1935.

Notes:

(a) - Includes $724,000 purchased merchandise sold without processing.
(b) - Transfers to other plants in same organization combined with sales to industrial users to avoid disclosure of individual operations.
(c) - Includes 25 full-time and part-time officers and employees, receiving $77,000, who were reported to the Census of Manufactures as engaged in production.

Glue and Gelatin

The plants in this classification are engaged primarily in making glues from animal and vegetable materials, including casein, and edible and inedible gelatin. The Census of Manufactures reports a preliminary value of products for this industry of $63,029,000 in 1935.

Notes:

(a) - Includes $2,562,000 purchased merchandise sold without processing.
(b) - Includes $1,637,000 transferred to other plants in own organizations by 3 plants, excluded in computing expense ratio.
(c) - Includes 136 full-time and part-time officers and employees, receiving $372,000, who were reported to the Census of Manufactures as engaged in production.
(d) - In 1929, sales to own wholesale branches were combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.

Grease and Tallow, Not Including Lubricating Greases

The plants in this classification are engaged primarily in rendering grease and soap stock, chiefly from animal fat, bones, meat scraps, etc., and in rendering tallow from fat. (Grease and tallow are also made in large quantities as by-products by plants included in other classifications, principally "Meat packing".) The Census of Manufactures reports a preliminary value of products for this industry of $45,207,000 in 1935.

Notes:

(a) - Includes $1,812,000 purchased merchandise sold without processing.
(b) - Sales to own retail stores combined with sales to retailers to avoid disclosure of individual operations.
(c) - Includes $532,000 transferred to other plants in own organizations by 15 plants, excluded in computing expense ratio.
(d) - Includes 130 full-time and part-time officers and employees, receiving $321,000, who were reported to the Census of Manufactures as engaged in production.

CENSUS OF
BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - CHEMICALS AND ALLIED PRODUCTS

(Values expressed in thousands of dollars)

Channels of Primary Distribution	Compressed and Liquified Gases	Drug Grinding	Explosives	Fireworks	Glue and Gelatin	Grease and Tallow
Total Net Sales for Industry	(a) $52,025	(a) $6,269	(a) $42,841	(a) $7,112	(a) $29,411	(a) $49,045
Total Number of Plants	323	19	74	52	74	255
To own wholesale branches	$15,535	(b)	$32,033	$636	$4,792	--
Percent of total sales	29.9		74.9	8.9	16.3	--
Number of plants selling	139		39	6	9	--
To industrial and other large users	$27,341	$5,604	$4,799	$1,585	$10,832	$35,730
Percent of total sales	52.5	89.4	11.2	22.2	36.8	72.9
Number of plants selling	122	15	26	24	51	163
To wholesalers and jobbers	$1,598	$629	$1,177	$4,542	$5,320	$9,633
Percent of total sales	3.1	10.0	2.7	64.0	18.1	19.6
Number of plants selling	33	7	10	25	31	115
To own retail stores	--	--	--	--	--	(b)
Percent of total sales	--	--	--	--	--	
Number of plants selling	--	--	--	--	--	
To retailers (including chain stores)	$330	$36	$230	$243	$843	$1,949
Percent of total sales	0.6	0.6	0.5	3.4	2.9	4.0
Number of plants selling	18	4	6	12	12	57
To household consumers	--	--	--	$43	--	$245
Percent of total sales	--	--	--	0.6	--	0.5
Number of plants selling	--	--	--	6	--	23
Total Distributed Sales	$44,804	$6,269	$38,239	$7,049	$21,787	$47,557
Transfer to other plants in same organization	$7,221	(b)	$4,602	(b)	$7,337	$1,132
Percent of total sales	13.9		10.7		24.9	2.3
Number of plants selling	66		17		11	30
Sales not allocated to usual channels	--	(b)	--	$63	$287	$356
Percent of total sales	--		--	0.9	1.0	0.7
Number of plants	--		--	1	4	10
Sales negotiated through agents, brokers, and commission houses: (Incl. above)	$1,710	$401	(b)	$478	$1,740	$12,413
Percent of total sales	3.3	6.4		6.7	5.9	25.3
Number of plants using	13	5		5	21	105
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	85	6	16	19	33	64
Total net sales	(b) $24,734	$3,420	(c) $6,449	$4,307	(b) $10,896	(c) $21,256
Total expenses	$3,740	$60	$762	$349	$1,672	$2,203
Percent of net sales	15.2	1.8	12.2	8.1	16.1	10.5
Pay roll	$1,214	$45	$344	$144	$812	$759
Other expenses	$2,526	$15	$418	$205	$860	$1,444
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	101	10	23	30	50	133
Total employees	513	17	133	73	335	413
Male	481	14	124	61	269	340
Female	32	3	9	12	66	73
Total pay roll	(c) $1,256	(c) $49	(d) $367	(c) $167	(c) $852	(d) $865

FOR COMPARISON	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Percent of Distributed Sales to:												
Own wholesale branches	34.7	No comparable information	--	--	83.7	No comparable information	9.0	No comparable information	22.0	(d)	--	2.7
Industrial users	61.0		89.4	82.5	12.6		22.5		49.7	55.6	75.1	70.7
Wholesalers and jobbers	3.6		10.0	17.5	3.1		64.5		24.4	42.7	20.3	20.8
Own retail stores	--		--	--	--		--		--	--	--	(b)
Retailers	0.7		0.6	--	0.6		3.4		3.9	1.7	4.1	5.8
Household consumers	--		--	(d)	--		0.6		--	--	0.5	--

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

CHEMICALS AND ALLIED PRODUCTS

Number of Plants
1,034

INDUSTRY (*)- Patent Medicines and Druggists Preparations

Total Sales Reported
$292,681,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$292,681	100.0	xxxxx	1,034		xxxxx	1,037	
To own wholesale branches	73,826	25.2	27.0	64	26	18.7	72	21
To industrial and other large users	16,212	5.5	5.9	159	42	8.7	252	95
To wholesalers and jobbers	106,828	36.6	39.0	700	282	51.7	674	283
To own retail stores	1,535	0.5	0.6	29	8	0.6	41	14
To retailers (including chain stores)	69,206	23.6	25.3	487	118	15.7	422	96
To household consumers	6,078	2.1	2.2	156	55	4.6	199	83
Total Distributed Sales	273,685	93.5	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	11,663	4.0	xxxxx	24	8	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	7,333	2.5	xxxxx	89	18			
Sales negotiated through agents, brokers, and commission houses	19,004	6.5	xxxxx	120	18			

(*) - The plants in this classification are engaged primarily in producing medicines and compounds either for men or animals, sold under the protection of patents, copyrights, or trade marks, or prepared according to secret formulas, including medicines of a proprietary character, not necessarily patented; and compounds or products handled by the pharmaceutical trade not sold under trade marks or proprietary labels such as serums, vaccines, and toxins; capsules (filled or empty), tablets, pills, tinctures, medicinal plasters, cough sirups, ointments, etc. The Census of Manufactures reports a preliminary value of products for this industry of $291,733,000 in 1935.

(1) - Includes $6,453,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	761	$239,004(b)	$46,200	xxxxx	$15,429	xxxxx	$30,771	xxxxx	5,912	2,453	8,365
Pay roll only	106	27,368	2,113	7.8	2,113	7.8	xxxxx	xxxxx	755	443	1,198
Other expense only	218	17,498	3,232	18.5	xxxxx	xxxxx	3,232	18.5	xxxxx	xxxxx	xxxxx
Pay roll and other expense	437	194,138	40,855	21.7	13,316	7.1	27,539	14.6	5,157	2,010	7,167

(a) - Includes 2,665 full-time and part-time officers and employees, receiving $5,272,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $6,065,000 transferred to other plants in own organizations by 13 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

CHEMICALS AND ALLIED PRODUCTS

Number of Plants
660

INDUSTRY (*) - Fertilizers

Total Sales Reported
$154,108,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$154,108	100.0	xxxxx	660		xxxxx		
To own wholesale branches	20,682	13.4	14.7	96	48			
To industrial and other large users	18,228	11.8	13.0	114	31			
To wholesalers and jobbers	19,496	12.7	13.9	136	37			
To own retail stores	1,609	1.0	1.1	23	8			
To retailers (including chain stores)	57,459	37.4	40.8	267	78			
To household consumers (a)	23,165	15.0	16.5	264	135			
Total Distributed Sales	140,639	91.3	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	6,216	4.0	xxxxx	106	4	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	7,253	4.7	xxxxx	39	34			
Sales negotiated through agents, brokers, and commission houses	36,885	23.9	xxxxx	173	39			

(a) - Sales to farmers.

(*) - The plants in this classification are engaged primarily in making complete fertilizers (mixtures of superphosphates, potash, and ammoniates) and superphosphates. The Census of Manufactures reports a preliminary value of products for this industry of $140,386,000 in 1935.

(1) - Includes $14,953,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	431	$117,720(b)	$12,493	xxxxx	$4,890	xxxxx	$7,603	xxxxx	2,458	282	2,740
Pay roll only	42	11,379	383	3.4	383	3.4	xxxxx	xxxxx	211	25	236
Other expense only	76	8,613	744	9.0	xxxxx	xxxxx	744	9.0	xxxxx	xxxxx	xxxxx
Pay roll and other expense	313	97,728	11,366	12.1	4,507	4.8	6,859	7.3	2,247	257	2,504

(a) - Includes 793 full-time and part-time officers and employees, receiving $1,552,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $4,443,000 transferred to other plants in own organizations by 67 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NOTES FOR TABLE ON PAGE 113

Industrial and Household Chemical Compounds

The plants in this classification are engaged primarily in making chemical preparations for industrial, agricultural, and household use, such as insecticides, disinfectants, boiler compounds, deodorants, etc. (It does not cover the manufacture of patent or proprietary medicines nor of cosmetics and other toilet preparations, which are assigned to the "Druggists' preparations" industry.) The Census of Manufactures reports a preliminary value of products for this industry of $53,429,000 in 1935.

Notes:

(a) - Includes $3,370,000 purchased merchandise sold without processing.
(b) - Includes $248,000 transferred to other plants in own organizations by 9 plants, excluded in computing expense ratio.
(c) - Includes 641 full-time and part-time officers and employees, receiving $1,087,000, who were reported to the Census of Manufactures as engaged in production.

Ink, Printing

The plants in this classification are engaged primarily in making printing inks, including lithographic, and the production of base ink. The Census of Manufactures reports a preliminary value of products for this industry of $34,535,000 in 1935.

Notes:

(a) - Includes $882,000 purchased merchandise sold without processing.
(b) - Includes $901,000 transferred to other plants in own organizations by 11 plants, excluded in computing expense ratio.
(c) - Includes 185 full-time and part-time officers and employees, receiving $592,000, who were reported to the Census of Manufactures as engaged in production.

Ink, Writing

The plants in this classification are engaged primarily in making writing inks and fluids, indelible ink, etc. The Census of Manufactures reports a preliminary value of products for this industry of $3,382,000 in 1935.

Notes:

(a) - Includes $55,000 purchased merchandise sold without processing.
(b) - Sales to own wholesale branches combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.
(c) - Sales not allocated to usual channels combined with sales to retailers to avoid disclosure of individual operations.
(d) - Not shown to avoid disclosure of individual operations.
(e) - Includes 4 full-time and part-time officers and employees, receiving $12,000, who were reported to the Census of Manufactures as engaged in production.

Mucilage, Paste, Etc.

The plants in this classification are engaged primarily in making mucilage, paste, mending cement, sealing wax, and other adhesives, except glue and rubber cement. The Census of Manufactures reports a preliminary value of products for this industry of $3,633,000 in 1935.

Notes:

(a) - Includes $162,000 purchased merchandise sold without processing.
(b) - Includes 46 full-time and part-time officers and employees, receiving $118,000, who were reported to the Census of Manufactures as engaged in production.
(c) - In 1929, sales to own wholesale branches were combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.

Oil, Cake, and Meal, Cottonseed

The plants in this classification are engaged primarily in the manufacture of products from cottonseed, such as cottonseed oil, either crude or refined, and such by-products as meal and cake, hulls, linters, and grabbots. The Census of Manufactures reports a preliminary value of products for this industry of $187,887,000 in 1935.

Notes:

(a) - Includes $4,299,000 purchased merchandise sold without processing.
(b) - Sales to own retail stores combined with sales to own wholesale branches to avoid disclosure of individual operations.
(c) - Represents sales made chiefly to farmers.
(d) - Includes $17,310,000 transferred to other plants in own organizations by 99 plants, excluded in computing expense ratio.
(e) - Includes 653 full-time and part-time officers and employees, receiving $1,017,000, who were reported to the Census of Manufactures as engaged in production.
(f) - In 1929, sales to household consumers were combined with sales to industrial users on account of incomplete reports.

Oil, Cake, and Meal, Linseed

The plants in this classification are engaged primarily in producing linseed oil and its natural by-products, cake and meal, and ground flaxseed. The Census of Manufactures reports a preliminary value of products for this industry of $60,264,000 in 1935.

Notes:

(a) - Includes $1,999,000 purchased merchandise sold without processing.
(b) - Sales to own retail stores combined with sales to retailers to avoid disclosure of individual operations.
(c) - Transfers to other plants in same organization combined with sales not allocated to usual channels to avoid disclosure of individual operations.
(d) - Includes 27 full-time and part-time officers and employees, receiving $66,000, who were reported to the Census of Manufactures as engaged in production.

CENSUS OF BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - CHEMICALS AND ALLIED PRODUCTS

(Values expressed in thousands of dollars)

Channels of Primary Distribution	Industrial and Household Chemical Compounds	Ink, Printing	Ink, Writing	Mucilage, Paste, Etc.	Oil, Cake, and Meal Cottonseed	Oil, Cake, and Meal, Linseed
Total Net Sales for Industry	(a) $58,748	(a) $38,638	(a) $2,844	(a) $3,700	(a) $193,051	(a) $54,895
Total Number of Plants	518	176	22	65	459	24
To own wholesale branches	$7,122	$14,835	(b)	--	$3,275	$5,112
Percent of total sales	12.1	38.4		--	1.7	9.3
Number of plants selling	26	31		--	18	7
To industrial and other large users	$21,919	$12,639	$166	$1,699	$73,881	$19,124
Percent of total sales	37.2	32.7	5.8	45.9	38.3	34.8
Number of plants selling	262	129	13	40	262	11
To wholesalers and jobbers	$15,648	$1,427	$1,647	$1,644	$57,170	$27,254
Percent of total sales	26.6	3.7	57.9	44.5	29.6	49.7
Number of plants selling	230	32	16	35	288	16
To own retail stores	$221	--	--	--	(b)	(b)
Percent of total sales	0.4	--	--	--		
Number of plants selling	8	--	--	--		
To retailers (including chain stores)	$5,273	$1,780	$1,031	$293	$16,616	$2,602
Percent of total sales	9.0	4.6	36.3	7.9	8.6	4.7
Number of plants selling	166	16	14	21	239	5
To household consumers	$916	--	--	--	(c) $10,833	--
Percent of total sales	1.6	--	--	--	5.6	--
Number of plants selling	72	--	--	--	242	--
Total Distributed Sales	$51,099	$30,681	$2,844	$3,636	$161,775	$54,092
Transfer to other plants in same organization	$3,849	$7,363	--	--	$22,890	(c)
Percent of total sales	6.6	19.1	--	--	11.9	
Number of plants selling	20	24	--	--	133	
Sales not allocated to usual channels	$3,800	$594	(c)	$64	$8,386	$803
Percent of total sales	6.5	1.5		1.7	4.3	1.5
Number of plants	33	10		5	40	3
Sales negotiated through agents, brokers, and commission houses: (Incl. above)	$4,200	$368	(d)	$34	$55,009	$10,907
Percent of total sales	7.1	1.0		0.9	28.5	19.9
Number of plants using	90	10		6	210	8
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	221	95	9	33	159	6
Total net sales	(b) $26,445	(b) $17,515	$2,657	$2,759	(d) $82,483	$6,123
Total expenses	$6,407	$3,348	$544	$559	$3,049	$250
Percent of net sales	24.3	20.1	20.5	20.2	4.3	4.1
Pay roll	$3,120	$1,962	$262	$298	$1,262	$79
Other expenses	$3,287	$1,386	$282	$261	$1,787	$171
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	345	126	17	54	293	9
Total employees	1,925	625	105	139	1,173	31
Male	1,647	534	75	105	1,115	25
Female	278	91	30	34	58	6
Total pay roll	(c) $3,516	(c) $2,096	(e) $266	(b) $310	(e) $1,485	(d) $79

FOR COMPARISON	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Percent of Distributed Sales to:												
Own wholesale branches	13.9	No Comparable Information	48.3	No Comparable Information	--	1.1	--	(c)	2.0	4.5	9.5	6.4
Industrial users	43.0		41.2		5.8	5.4	46.7	45.2	45.7	43.8	35.4	44.9
Wholesalers and jobbers	30.6		4.7		57.9	56.0	45.2	42.7	35.3	45.1	50.3	46.6
Own retail stores	0.4		--		--	--	--	--	--	0.7	--	--
Retailers	10.3		5.8		36.3	37.5	8.1	12.1	10.3	5.9	4.8	2.1
Household consumers	1.8		--		--	--	--	--	6.7	(f)	--	--

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NOTES FOR TABLE ON PAGE 115

Oils, Essential

The plants in this classification are engaged primarily in the distillation and refining of volatile oils from plants, such as peppermint, spearmint, sassafras, wintergreen, clove, lemon, aniseed, bergamont, lavender, orange, patchouli, witch hazel, etc. The Census of Manufactures reports a preliminary value of products for this industry of $3,542,000 in 1935.

Notes:
(a) - Includes $4,000 purchased merchandise sold without processing.
(b) - Sales to retailers combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.
(c) - Sales not allocated to usual channels combined with sales to industrial users to avoid disclosure of individual operations.
(d) - Includes 10 full-time and part-time officers and employees, receiving $25,000, who were reported to the Census of Manufactures as engaged in production.
(e) - In 1929, sales to own retail stores were combined with sales to own wholesale branches to avoid disclosure of individual operations.

Oils, (not elsewhere classified)

The plants in this classification are engaged primarily in the production of animal oils, such as fish, lard, and neat's-foot, and of certain vegetable oils, such as castor, cocoanut, palm, and soy bean. The Census of Manufactures reports a preliminary value of products for this industry of $41,737,000 in 1935.

Notes:
(a) - Includes $1,841,000 purchased merchandise sold without processing and $139,000 received for processing materials owned by others.
(b) - Sales to own retail stores combined with sales to retailers to avoid disclosure of individual operations.
(c) - Includes $1,705,000 transferred to other plants in own organizations by 5 plants, excluded in computing expense ratio.
(d) - Includes 95 full-time and part-time officers and employees, receiving $212,000, who were reported to the Census of Manufactures as engaged in production.
(e) - In 1929, sales to own wholesale branches were combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.

Salt

The plants in this classification are engaged primarily in making commercial salt, table, packers; rock, and other grades, whether from rock salt or from natural or artificial brines. The Census of Manufactures reports a preliminary value of products for this industry of $29,720,000 in 1935.

Notes:
(a) - Includes $1,130,000 purchased merchandise sold without processing.
(b) - Includes $11,000 transferred to other plants in own organization by 1 plant, excluded in computing expense ratio.
(c) - Includes 135 full-time and part-time officers and employees, receiving $188,000, who were reported to the Census of Manufactures as engaged in production.

Soap

The plants in this classification are engaged primarily in making soap and soap products such as toilet soap, white and yellow laundry soap, soap chips, and other hard soaps; granulated and powdered soaps and soap powders; shaving soap, cream, and powder; and soft, liquid, and paste soaps. The Census of Manufactures reports a preliminary value of products for this industry of $239,152,000 in 1935.

Notes:
(a) - Includes $1,357,000 purchased merchandise sold without processing.
(b) - Includes $3,773,000 transferred to other plants in own organizations by 5 plants, excluded in computing expense ratio.
(c) - Includes 400 full-time and part-time officers and employees, receiving $793,000, who were reported to the Census of Manufactures as engaged in production.

Tanning Materials, Natural Dyestuffs, Mordants and Assistants, and Sizes

The plants in this classification are engaged primarily in making oak, chestnut, hemlock and other tanning extracts; chrome tannage and other tanning materials; natural dyestuffs of logwood, fustic, etc.; mordants, such as tannic acid, iron liquor, etc.; assistants and sizes. (Artificial or synthetic dyes are products of the "Chemicals, not elsewhere classified" industry.)

Notes:
(a) - Includes $2,689,000 purchased merchandise sold without processing.
(b) - Sales to retailers combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.
(c) - Sales to household consumers combined with sales to industrial users to avoid disclosure of individual operations.
(d) - Includes $1,394,000 transferred to other plants in own organizations by 9 plants, excluded in computing expense ratio.
(e) - Includes 112 full-time and part-time officers and employees, receiving $495,000, who were reported to the Census of Manufactures as engaged in production.

Wood Distillation and Charcoal Manufacture

The plants in this classification are of three types: (1) those engaged in hardwood distillation; (2) those engaged in softwood distillation; (3) those engaged in charcoal manufacture by means of kilns or pits. The principal products of hardwood distillation are menthanol, acetate of lime and its derivatives, charcoal, and tar. The principal products of softwood distillation are turpentine, rosin, pine oil, tar, tar oils, and charcoal. The Census of Manufactures reports a preliminary value of products for this industry of $15,971,000 in 1935.

Notes:
(a) - Includes $838,000 purchased merchandise sold without processing and $236,000 received for services performed on materials owned by others.
(b) - Sales to household consumers and those not allocated to usual channels are combined with sales to industrial users to avoid disclosure of individual operations.
(c) - Includes $1,009,000 transferred to other plants in own organizations by 8 plants, excluded in computing expense ratio.
(d) - Includes 56 full-time and part-time officers and employees, receiving $101,000, who were reported to the Census of Manufactures as engaged in production.

CENSUS OF BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - CHEMICALS AND ALLIED PRODUCTS

(Values expressed in thousands of dollars)

Channels of Primary Distribution	Oils, Essential	Oils, (not elsewhere classified)	Salt	Soap	Tanning Materials	Wood Distillation etc.
Total Net Sales for Industry	(a) $4,931	(a) $45,463	(a) $33,064	(a) $238,063	(a) $35,954	(a) $17,172
Total Number of Plants	13	102	46	232	142	61
To own wholesale branches	--	$6,739	$16,719	$179,030	$1,742	$7,940
Percent of total sales	--	14.8	50.6	75.1	4.8	46.3
Number of plants selling	--	6	19	34	8	11
To industrial and other large users	$3,937	$21,505	$5,102	$15,139	$29,019	$4,289
Percent of total sales	79.8	47.4	15.4	6.4	80.8	25.0
Number of plants selling	10	63	26	124	125	35
To wholesalers and jobbers	$994	$11,062	$7,191	$20,608	$2,743	$3,546
Percent of total sales	20.2	24.3	21.7	8.7	7.6	20.6
Number of plants selling	7	38	26	138	32	28
To own retail stores	--	(b)	--	--	--	--
Percent of total sales	--		--	--	--	--
Number of plants selling	--		--	--	--	--
To retailers (including chain stores)	(b)	$2,274	$1,780	$17,087	(b)	$226
Percent of total sales		5.0	5.4	7.2		1.3
Number of plants selling		25	14	83		7
To household consumers	--	$105	$91	$821	(c)	(b)
Percent of total sales	--	0.2	0.3	0.3		
Number of plants selling	--	11	5	22		
Total Distributed Sales	$4,931	$41,685	$30,883	$232,685	$33,504	$16,001
Transfer to other plants in same organization	--	$3,579	$86	$4,451	$1,772	$1,171
Percent of total sales	--	7.9	0.3	1.9	4.9	6.8
Number of plants selling	--	11	4	9	14	11
Sales not allocated to usual channels	(c)	$199	$2,095	$927	$678	(b)
Percent of total sales		0.4	6.3	0.4	1.9	
Number of plants		8	6	14	19	
Sales negotiated through agents, brokers, and commission houses: (Incl. above)	--	$18,491	$2,775	$10,670	$1,853	$7,388
Percent of total sales	--	40.7	8.4	4.5	5.2	43.0
Number of plants using	--	40	13	45	23	33
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	4	38	16	116	67	9
Total net sales	$1,242	(c) $16,189	(b) $8,514	(b) $60,350	(d) $22,274	(c) $4,003
Total expenses	$118	$1,083	$2,217	$11,095	$3,109	$221
Percent of net sales	9.5	7.4	26.0	19.6	14.8	6.9
Pay roll	$62	$331	$842	$3,405	$1,506	$129
Other expenses	$56	$752	$1,375	$7,690	$1,603	$92
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	10	63	25	163	97	26
Total employees	112	162	490	1,679	438	74
Male	84	138	433	1,383	341	62
Female	28	24	57	296	97	12
Total pay roll	(d) $198	(d) $350	(c) $993	(c) $3,460	(e) $1,563	(d) $152

FOR COMPARISON	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Percent of Distributed Sales to:												
Own wholesale branches	--	9.2	16.2	(e)	54.1	No comparable information	76.9	No comparable information	5.2	No comparable information	49.6	No comparable information
Industrial users	79.8	67.3	51.5	77.0	16.5		6.5		86.6		26.8	
Wholesalers and jobbers	20.2	19.8	26.5	22.7	23.3		8.9		8.2		22.2	
Own retail stores	--	(e)	--	--	--		--		--		--	
Retailers	--	3.7	5.5	0.3	5.8		7.3		--		1.4	
Household consumers	--	--	0.3	--	0.3		0.4		--		--	

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

CHEMICALS AND ALLIED PRODUCTS

Number of Plants
1,063

INDUSTRY (*)- Paints, Pigments, and Varnishes

Total Sales Reported
$426,352,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$426,352	100.0	xxxxx	1,063		xxxxx		
To own wholesale branches	137,669	32.3	35.0	127	51			
To industrial and other large users	129,317	30.4	32.9	673	211			
To wholesalers and jobbers	49,967	11.7	12.7	405	79			
To own retail stores	12,369	2.9	3.1	84	18			
To retailers (including chain stores)	59,237	13.9	15.1	423	66			
To household consumers	4,886	1.1	1.2	219	19			
Total Distributed Sales	393,445	92.3	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	22,627	5.3	xxxxx	80	17	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	10,280	2.4	xxxxx	75	30			
Sales negotiated through agents, brokers, and commission houses	16,118	3.8	xxxxx	114	9			

(*) - The plants in this classification are engaged primarily in making pigments or colors (other than bone black, carbon black, and lampblack), paints in paste form, paints mixed ready for use, varnishes, lacquers, enamels, fillers, stains, putty, etc. The Census of Manufactures reports a preliminary value of products for this industry of $417,000,000 in 1935.

(1) - Includes $13,958,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	827	$261,479(b)	$39,051	xxxxx	$19,206	xxxxx	$19,845	xxxxx	6,490	1,398	7,888
Pay roll only	66	31,299	1,667	5.5	1,667	5.5	xxxxx	xxxxx	507	99	606
Other expense only	151	21,899	2,104	9.7	xxxxx	xxxxx	2,104	9.7	xxxxx	xxxxx	xxxxx
Pay roll and other expense	610	208,281	35,280	17.6	17,539	8.7	17,741	8.9	5,983	1,299	7,282

(a) - Includes 2,474 full-time and part-time officers and employees, receiving $5,402,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $8,943,000 transferred to other plants in own organizations by 48 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

CHEMICALS AND ALLIED PRODUCTS

Number of Plants	INDUSTRY (*)- Perfumes, Cosmetics, and Other Toilet Preparations	Total Sales Reported
558		$117,520,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935 Amount of Net Sales (add 000)	1935 Percent Total Net Sales	1935 Percent Distributed Sales	1935 Number of Plants Total	1935 Number of Plants Selling Exclusively	1929 Percent Distributed Sales	1929 Number of Plants Total	1929 Number of Plants Selling Exclusively
Total for Industry	$117,520	100.0	xxxxx	558		xxxxx	815	
To own wholesale branches	9,349	8.0	8.5	33	19	2.6	50	18
To industrial and other large users	1,893	1.6	1.7	40	23	1.2	58	12
To wholesalers and jobbers	44,158	37.6	40.4	334	172	44.9	490	170
To own retail stores	1,910	1.6	1.7	15	8	1.4	40	7
To retailers (including chain stores) (a)	45,719	38.9	41.8	273	117	43.1	454	153
To household consumers	6,422	5.5	5.9	58	18	6.8	202	47
Total Distributed Sales	109,451	93.2	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	5,088	4.3	xxxxx	6	5	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	2,981	2.5	xxxxx	36	10			
Sales negotiated through agents, brokers, and commission houses	4,656	4.0	xxxxx	36	8			

(a) - Includes sales to beauty parlors and barber shops.

(*) - The plants in this classification are primarily engaged in making perfumes of all kinds; toilet waters; creams and rouges; face, talcum, and other toilet powders; tooth pastes and other dentifrices; washes and lotions; skin emollients; etc. The Census of Manufactures reports a preliminary value of products for this industry of $119,446,000 in 1935.

(1) - Includes $1,587,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense Amount (add 000)	Total Reported Sales Expense Percent of Net Sales	Pay Roll Amount (add 000)	Pay Roll Percent of Net Sales	Other Expense Amount (add 000)	Other Expense Percent of Net Sales	Employees (a) Male	Employees (a) Female	Employees (a) Total
Total Reported	363	$80,097(b)	$16,834	xxxxx	$5,230	xxxxx	$11,604	xxxxx	1,354	1,137	2,491
Pay roll only	37	9,134	431	4.7	431	4.7	xxxxx	xxxxx	180	84	264
Other expense only	99	10,564	1,023	9.7	xxxxx	xxxxx	1,023	9.7	xxxxx	xxxxx	xxxxx
Pay roll and other expense	227	60,399	15,380	27.5	4,799	8.6	10,581	18.9	1,174	1,053	2,227

(a) - Includes 920 full-time and part-time officers and employees, receiving $1,854,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $4,452,000 transferred to other plants in own organizations by 4 plants, excluded in computing percentages.

The figures in these tables differ slightly from those contained in the report for this industry dated January 2, 1937, due to subsequent changes in classification of individual plants by the Census of Manufactures.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

CHEMICALS AND ALLIED PRODUCTS

Number of Plants
32

INDUSTRY (*)- Rayon and Allied Products

Total Sales Reported
$185,724,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$185,724	100.0	xxxxx	32		xxxxx	29	
To own wholesale branches	82,665	44.5	45.5	10	10	36.0	14	11
To industrial and other large users	97,592	52.5	53.6	21	13	64.0	18	13
To wholesalers and jobbers	1,604	0.9	0.9	5	--	--	--	--
To own retail stores	--	--	--	--	--	--	--	--
To retailers (including chain stores)	--	--	--	--	--	--	--	--
To household consumers	--	--	--	--	--	--	--	--
Total Distributed Sales	181,861	97.9	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	3,749	2.0	xxxxx	3	--	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	114	0.1	xxxxx	2	--			
Sales negotiated through agents, brokers, and commission houses	7,079	3.8	xxxxx	7	3			

(*) - The plants in this classification are engaged primarily in making rayon and other yarn of similar composition, and other products of similar composition in the form of staple, sheets, straw, horsehair, etc. (This classification does not include plants engaged primarily in the manufacture of products from rayon as a material.) The Census of Manufactures reports a preliminary value of products for this industry of $185,160,000 in 1935.

(1) - Includes $30,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	13	$42,729(b)	$1,824	xxxxx	$411	xxxxx	$1,413	xxxxx	91	34	125
Pay roll only	--	--	--	--	--	--	xxxxx	xxxxx	--	--	--
Other expense only	2	1,523	33	2.1	xxxxx	xxxxx	33	2.1	xxxxx	xxxxx	xxxxx
Pay roll and other expense	11	41,206	1,791	4.7	411	1.1	1,380	3.6	91	34	125

(a) - Includes 45 full-time and part-time officers and employees, receiving $99,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $2,690,000 transferred to other plants in own organizations by 2 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

PRODUCTS OF PETROLEUM AND COAL

Number of Plants
390

INDUSTRY (*)- Petroleum Refining

Total Sales Reported
$1,906,310,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$1,906,310	100.0	xxxxx	390		xxxxx	390	
To own wholesale branches	1,071,122	56.2	64.4	200	56	60.3	225	66
To industrial and other large users	165,688	8.7	10.0	156	11	8.6	184	16
To wholesalers and jobbers	324,746	17.0	19.6	198	55	18.3	225	30
To own retail stores	72,498	3.8	4.4	62	1	7.6	89	12
To retailers (including chain stores)	24,352	1.3	1.5	66	12	5.2	110	16
To household consumers	1,750	0.1	0.1	58	5	--	--	--
Total Distributed Sales	1,660,156	87.1	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	135,412	7.1	xxxxx	107	10	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	110,742	5.8	xxxxx	46	4			
Sales negotiated through agents, brokers, and commission houses	21,099	1.1	xxxxx	45	1			

(*) - The plants in this classification are engaged primarily in refining crude petroleum by distillation. The principal products being gasoline, fuel oils, lubricating oils, and illuminating oils. (It does not include the compounding of purchased refined or partially refined petroleum products, nor the production of gasoline from natural gas at the wells.) The Census of Manufactures reports a preliminary value of products for this industry of $1,838,622,000 in 1935.

(1) - Includes $42,736,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	180	$455,245(b)	$14,703	xxxxx	$3,895	xxxxx	$10,808	xxxxx	2,010	210	2,220
Pay roll only	33	161,164	493	0.3	493	0.3	xxxxx	xxxxx	305	16	321
Other expense only	29	104,886	1,636	1.6	xxxxx	xxxxx	1,636	1.6	xxxxx	xxxxx	xxxxx
Pay roll and other expense	118	189,195	12,574	6.8	3,402	1.8	9,172	5.0	1,705	194	1,899

(a) - Includes 836 full-time and part-time officers and employees, receiving $1,407,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $16,833,000 transferred to other plants in own organizations by 26 plants, excluded in computing percentages.

CENSUS OF BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - PRODUCTS OF PETROLEUM AND COAL

(Values expressed in thousands of dollars)

Channels of Primary Distribution	Coke-Oven Products	Fuel Briquettes	Lubricating Greases, Not made in Petroleum Refineries			
Total Net Sales for Industry	(a)$188,639	(a) $4,917	(a) $48,380			
Total Number of Plants	89	25	172			
To own wholesale branches	$43,303	$457	$2,985			
Percent of total sales	22.9	9.3	6.2			
Number of plants selling	18	4	16			
To industrial and other large users	$41,983	--	$23,579			
Percent of total sales	22.3	--	48.7			
Number of plants selling	56	--	92			
To wholesalers and jobbers	$19,725	$2,216	$14,066			
Percent of total sales	10.5	45.1	29.1			
Number of plants selling	33	14	85			
To own retail stores	--	--	$286			
Percent of total sales	--	--	0.6			
Number of plants selling	--	--	4			
To retailers (including chain stores)	$10,230	$2,066	$3,919			
Percent of total sales	5.4	42.0	8.1			
Number of plants selling	13	11	55			
To household consumers	$5,790	$178	$165			
Percent of total sales	3.1	3.6	0.3			
Number of plants selling	23	8	18			
Total Distributed Sales	$121,031	$4,917	$45,000			
Transfer to other plants in same organization	$67,608	--	$1,018			
Percent of total sales	35.8	--	2.1			
Number of plants selling	40	--	6			
Sales not allocated to usual channels	--	--	$2,362			
Percent of total sales	--	--	4.9			
Number of plants	--	--	20			
Sales negotiated through agents, brokers, and commission houses: (Incl. above)	$25,453	$1,037	$1,556			
Percent of total sales	13.5	21.1	3.2			
Number of plants using	41	6	18			
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	23	7	101			
Total net sales	(b) $61,409	$1,289	(b) $25,355			
Total expenses	$2,705	$241	$5,022			
Percent of net sales	4.8	18.7	19.9			
Pay roll	$1,267	$101	$2,386			
Other expenses	$1,438	$140	$2,636			
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	30	13	140			
Total employees	886	74	1,131			
Male	802	65	985			
Female	84	9	146			
Total pay roll	(c) $1,289	(b) $107	(c) $2,412			

FOR COMPARISON	1935	1929	1935	1929	1935	1929
Percent of Distributed Sales to:						
Own wholesale branches	35.7	No comparable information	9.3	--	6.6	No comparable information
Industrial users	34.7		--	--	52.4	
Wholesalers and jobbers	16.3		45.1	98.7	31.3	
Own retail stores	--		--	--	0.6	
Retailers	8.5		42.0	(c)	8.7	
Household consumers	4.8		3.6	1.3	0.4	

Notes

Coke-Oven Products - The plants in this classification are engaged primarily in making coke by the distillation of coal either in "beehive" ovens or in "by-product" ovens. The Census of Manufactures reports a preliminary value of products for this industry of $238,704,000 in 1935.

(a) - Includes $1,255,000 purchased merchandise sold without processing.
(b) - Includes $5,241,000 transferred to other plants in own organizations by 7 plants, excluded in computing expense ratio.
(c) - Includes 108 full-time and part-time officers and employees, receiving $173,000, who were reported to the Census of Manufactures as engaged in production.

Fuel Briquettes - The plants in this classification are engaged primarily in the manufacture of fuels by pressing into briquettes or boulets such materials as anthracite culm, bituminous slack, petroleum coke, charcoal, etc., mixed with asphaltic pitch, coal-tar pitch, or other suitable materials as binders. The Census of Manufactures reports a preliminary value of products for this industry of $4,913,000 in 1935.

(a) - Includes $18,000 purchased merchandise sold without processing.
(b) - Includes 26 full-time and part-time officers and employees, receiving $47,000, who were reported to the Census of Manufactures as engaged in production.
(c) - In 1929, sales to retailers were combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.

Lubricating Greases, Not Made in Petroleum Refineries - The plants in this classification are engaged primarily in making axle grease and other hard and soft lubricating greases. The Census of Manufactures reports a preliminary value of products for this industry of $36,069,000 in 1935.

(a) - Includes $3,413,000 purchased merchandise sold without processing.
(b) - Includes $74,000 transferred to other plants in own organizations by 2 plants, excluded in computing expense ratio.
(c) - Includes 288 full-time and part-time officers and employees, receiving $652,000, who were reported to the Census of Manufactures as engaged in production.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

RUBBER PRODUCTS

Number of Plants	INDUSTRY (*)- Boots and Shoes, Rubber	**Total Sales Reported**
12		$53,544,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935 Amount of Net Sales (add 000)	1935 Percent Total Net Sales	1935 Percent Distributed Sales	1935 Number of Plants Total	1935 Number of Plants Selling Exclusively	1929 Percent Distributed Sales	1929 Number of Plants Total	1929 Number of Plants Selling Exclusively
Total for Industry	$53,544	100.0	xxxxx	12		xxxxx	22	
To own wholesale branches	25,546	47.7	47.7	6	1	52.4	11	6
To industrial and other large users	3,403	6.4	6.4	7	--	--	--	--
To wholesalers and jobbers	14,878	27.8	27.8	10	--	24.2	13	--
To own retail stores	--	--	--	--	--	--	--	--
To retailers (including chain stores)	9,536	17.8	17.8	10	--	23.4	9	--
To household consumers	181	0.3	0.3	6	--	--	--	--
Total Distributed Sales	53,544	100.0	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	(a)	--	xxxxx	--	--	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	(b)	--	xxxxx	--	--			
Sales negotiated through agents, brokers, and commission houses	--	--	xxxxx	--	--			

(a) - Transfers to other plants in own organizations combined with sales to industrial users to avoid disclosure of individual operations.

(b) - Sales not allocated to usual channels combined with sales to retailers to avoid disclosure of individual operations.

(*) - The plants in this classification are engaged primarily in making rubber boots, shoes, overshoes, and canvas rubber-soled shoes. The Census of Manufactures reports a preliminary value of products for this industry of $53,162,000 in 1935.

(1) - Includes $2,161,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense Amount (add 000)	Total Reported Sales Expense Percent of Net Sales	Pay Roll Amount (add 000)	Pay Roll Percent of Net Sales	Other Expense Amount (add 000)	Other Expense Percent of Net Sales	Employees (a) Male	Employees (a) Female	Employees (a) Total
Total Reported	11	$50,876	$3,213	xxxxx	$1,085	xxxxx	$2,128	xxxxx	295	213	508
Pay roll only	--	--	--	--	--	--	xxxxx	xxxxx	--	--	--
Other expense only	--	--	--	--	xxxxx	xxxxx	--	--	xxxxx	xxxxx	xxxxx
Pay roll and other expense	11	50,876	3,213	6.3	1,085	2.1	2,128	4.2	295	213	508

(a) - Includes 150 full-time and part-time officers and employees, receiving $307,000, who were reported to the Census of Manufactures as engaged in production.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

RUBBER PRODUCTS

Number of Plants
413

INDUSTRY (*) - Rubber Goods, Miscellaneous

Total Sales Reported
$180,118,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$180,118	100.0	xxxxx	413		xxxxx	408	
To own wholesale branches	31,842	17.7	19.7	21	6	15.0	37	15
To industrial and other large users	72,347	40.0	44.7	214	89	38.2	190	76
To wholesalers and jobbers	43,247	24.0	26.7	238	90	38.7	257	118
To own retail stores	290	0.2	0.2	5	1	0.4	11	4
To retailers (including chain stores)	13,973	7.8	8.6	139	27	7.2	121	22
To household consumers	176	0.1	0.1	18	1	0.5	23	6
Total Distributed Sales	161,875	89.8	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	10,574	5.9	xxxxx	24	8	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	7,669	4.3	xxxxx	47	8			
Sales negotiated through agents, brokers, and commission houses	12,497	6.9	xxxxx	76	10			

(*) - The plants in this classification are engaged primarily in making rubber goods (other than tires, inner tubes and boots and shoes) such as rubber belting and hose, rubber heels and soles, reclaimed rubber, rubberized fabrics and cloth; druggists' and stationers' sundries, such as rubber brushes, rubber bands, rubber type, etc;, rubber mats; and hard-rubber goods. The Census of Manufactures reports a preliminary value of products for this industry of $178,184,000 in 1935.

(1) - Includes $2,349,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	310	$128,850(b)	$12,708	xxxxx	$5,284	xxxxx	$7,424	xxxxx	1,796	470	2,266
Pay roll only	21	8,927	253	2.8	253	2.8	xxxxx	xxxxx	78	22	100
Other expense only	72	13,553	1,192	9.4	xxxxx	xxxxx	1,192	9.4	xxxxx	xxxxx	xxxxx
Pay roll and other expense	217	106,370	11,263	10.8	5,031	4.8	6,232	6.0	1,718	448	2,166

(a) - Includes 850 full-time and part-time officers and employees, receiving $1,649,000 who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $2,799,000 transferred to other plants in own organizations by 9 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

RUBBER PRODUCTS

Number of Plants
42

INDUSTRY (*)- Rubber Tires and Inner Tubes

Total Sales Reported
$462,284,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$462,284	100.0	xxxxx	42		xxxxx	91	
To own wholesale branches	224,661	48.5	51.0	20	3	48.5	29	5
To industrial and other large users	116,480	25.2	26.4	26	--	25.6	33	--
To wholesalers and jobbers	46,496	10.1	10.6	23	5	8.2	42	12
To own retail stores	17,123	3.7	3.9	11	--	0.5	13	--
To retailers (including chain stores)	35,442	7.7	8.0	23	1	17.0	54	16
To household consumers	374	0.1	0.1	14	--	0.2	9	--
Total Distributed Sales	440,576	95.3	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	11,950	2.6	xxxxx	7	1	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	9,758	2.1	xxxxx	16	--			
Sales negotiated through agents, brokers, and commission houses	1,172	0.3	xxxxx	5	--			

(*) - The plants in this classification are engaged primarily in making pneumatic tires, inner tubes, and solid and cushion rubber tires, for any class of vehicles. The Census of Manufactures reports a preliminary value of products for this industry of $446,092,000 in 1935.

(1) - Includes $14,172,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	35	$368,107(b)	$25,811	xxxxx	$8,035	xxxxx	$17,776	xxxxx	2,557	1,170	3,727
Pay roll only	3	7,347	27	0.4	27	0.4	xxxxx	xxxxx	12	12	24
Other expense only	1	331	34	10.4	xxxxx	xxxxx	34	10.4	xxxxx	xxxxx	xxxxx
Pay roll and other expense	31	360,429	25,750	7.2	8,008	2.2	17,742	5.0	2,545	1,158	3,703

(a) - Includes 319 full-time and part-time officers and employees, receiving $774,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $3,881,000 transferred to other plants in own organizations by 6 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

LEATHER AND ITS MANUFACTURES

Number of Plants
1,007 (1)

INDUSTRY (*)- Boots and Shoes, Other Than Rubber

Total Sales Reported
$688,452,000 (2)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$688,452	100.0	xxxxx	1,007		xxxxx	1,319	
To own wholesale branches	154,345	22.4	23.4	98	78	26.4	138	53
To industrial and other large users	12,601	1.8	1.9	52	14	0.4	31	8
To wholesalers and jobbers	107,703	15.6	16.4	413	161	21.8	623	319
To own retail stores	28,406	4.1	4.3	50	14	6.2	70	10
To retailers (including chain stores)	354,515	51.6	53.8	674	369	44.8	800	478
To household consumers	1,074	0.2	0.2	70	11	0.4	61	34
Total Distributed Sales	658,644	95.7	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	15,111	2.2	xxxxx	12	7	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	14,697	2.1	xxxxx	39	25			
Sales negotiated through agents, brokers, and commission houses	24,879	3.6	xxxxx	100	29			

(*) - The plants in this classification are engaged primarily in making boots, shoes, sandals, slippers, moccasins, putties, leggings, overgaiters, and allied footwear, chiefly of leather, although footwear made of purchased felt, canvas and of other textile fabrics is also included. The Census of Manufactures reports a preliminary value of products for this industry of $643,872,000 in 1935.

(1) - In addition there were 16 plants making no sales but receiving $591,000 for processing materials owned by others.

(2) - Includes $2,889,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	740	$398,262(b)	$28,863	xxxxx	$13,828	xxxxx	$15,035	xxxxx	4,615	1,517	6,132
Pay roll only	73	47,666	1,277	2.7	1,277	2.7	xxxxx	xxxxx	616	151	767
Other expense only	159	42,117	2,291	5.4	xxxxx	xxxxx	2,291	5.4	xxxxx	xxxxx	xxxxx
Pay roll and other expense	508	308,479	25,295	8.2	12,551	4.1	12,744	4.1	3,999	1,366	5,365

(a) - Includes 1,831 full-time and part-time officers and employees, receiving $4,104,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $909,000 transferred to other plants in own organizations by 2 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

LEATHER AND ITS MANUFACTURES

Number of Plants
385

INDUSTRY (*)- Leather Goods Not Elsewhere Classified

Total Sales Reported
$27,247,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$27,247	100.0	xxxxx	385		xxxxx	371	
To own wholesale branches	--	--	--	--	--	(b)	--	--
To industrial and other large users	7,076	26.0	26.1	146	109	20.4	99	49
To wholesalers and jobbers	7,635	28.0	28.2	164	87	37.6	203	98
To own retail stores	(a)	--	--	--	--	--	--	--
To retailers (including chain stores)	12,074	44.3	44.6	165	93	38.9	165	66
To household consumers	294	1.1	1.1	12	3	3.1	17	6
Total Distributed Sales	27,079	99.4	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	(a)	--	xxxxx	--	--	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	168	0.6	xxxxx	8	3			
Sales negotiated through agents, brokers, and commission houses	1,276	4.7	xxxxx	39	5			

(a) - Sales to own retail stores combined with sales to retailers; and transfers to other plants in same organizations combined with sales to industrial users, both to avoid disclosure of individual operations.

(b) - Sales to own wholesale branches were combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.

(*) - The plants in this classification are engaged primarily in making miscellaneous leather products not included as products of any one of the other leather industries. The Census of Manufactures reports a preliminary value of products for this industry of $26,385,000 in 1935.

(1) - Includes $374,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	285	$22,263	$2,795	xxxxx	$1,433	xxxxx	$1,362	xxxxx	646	261	907
Pay roll only	30	1,321	105	7.9	105	7.9	xxxxx	xxxxx	80	32	112
Other expense only	106	5,953	545	9.2	xxxxx	xxxxx	545	9.2	xxxxx	xxxxx	xxxxx
Pay roll and other expense	149	14,989	2,145	14.3	1,328	8.9	817	5.4	566	229	795

(a) - Includes 259 full-time and part-time officers and employees, receiving $487,000, who were reported to the Census of Manufactures as engaged in production.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NOTES FOR TABLE ON PAGE 127

Belting and Packing Leather

The plants in this classification are engaged primarily in making all kinds of leather belting for use in the transmission of power. The Census of Manufactures reports a preliminary value of products for this industry of $21,522,000 in 1935.

Notes:

(a) - Includes $1,386,000 purchased merchandise sold without processing.
(b) - Includes $27,000 transferred to other plants in own organizations by 3 plants, excluded in computing expense ratio.
(c) - Includes 175 full-time and part-time officers and employees, receiving $369,000, who were reported to the Census of Manufactures as engaged in production.
(d) - In 1929, sales to own retail stores were combined with sales to own wholesale branches, and sales to retailers were combined with sales to wholesalers and jobbers on account of incomplete reports.

Boot and Shoe Cut Stock and Findings, Not Made in Boot and Shoe Factories

The plants in this classification are engaged primarily in making soles, tips, heels, top lifts, inner soles, uppers, etc.; shoe pegs, bows, clasps, stays, metal tips and heelplates, toe caps, buckles, boot and shoe laces, heel caps, rands, staples, counters, shanks, wooden heels, shoe trimmings, etc. The Census of Manufactures reports a preliminary value of products for this industry of $112,181,000 in 1935.

Notes:

(a) - Includes $2,285,000 purchased merchandise sold without processing.
(b) - Includes $2,366,000 transferred to other plants in own organizations by 12 plants, excluded in computing expense ratio.
(c) - Includes 405 full-time and part-time officers and employees, receiving $1,014,000, who were reported to the Census of Manufactures as engaged in production.

Gloves and Mittens, Leather

The plants in this classification are engaged primarily in making gloves (except baseball and boxing gloves, which are products of the "Sporting and athletic goods" industry) and mittens, made of leather, lined and unlined. The Census of Manufactures reports a preliminary value of products for this industry of $28,131,000 in 1935.

Notes:

(a) - Includes $1,331,000 purchased merchandise sold without processing and $69,000 received for processing materials owned by others.
(b) - Includes 244 full-time and part-time officers and employees, receiving $418,000, who were reported to the Census of Manufactures as engaged in production.
(c) - In 1929, sales to household consumers were combined with sales to industrial users to avoid disclosure of individual operations.

Leather: Tanned, Curried, and Finished

The plants in this classification are engaged primarily in making leather from hides and skins and in currying and finishing leather. The Census of Manufactures reports a preliminary value of products for this industry of $308,345,000 in 1935.

Notes:

(a) - Includes $4,830,000 purchased merchandise sold without processing and $1,220,000 received for services performed in processing materials owned by others.
(b) - In addition, there were 50 plants which made no sales but received $4,758,000 for services performed in processing materials owned by others.
(c) - Includes $8,014,000 transferred to other plants in own organizations by 17 plants, excluded in computing expense ratio.
(d) - Includes 571 full-time and part-time officers and employees, receiving $1,591,000, who were reported to the Census of Manufactures as engaged in production.
(e) - In 1929, sales to retailers were combined with sales to wholesalers and jobbers,and sales to own retail stores were combined with sales to own wholesale branches because of incomplete reports.

Pocketbooks, Purses, and Cardcases

The plants in this classification are engaged primarily in making pocketbooks, purses, handbags, billfolds, and cardcases whether made of leather or of materials other than leather. The Census of Manufactures reports a preliminary value of products for this industry of $42,992,000 in 1935.

Notes:

(a) - Includes $253,000 purchased merchandise sold without processing.
(b) - In addition there were 19 plants in this industry which made no sales but received $1,102,000 for services performed in processing materials owned by others.
(c) - Includes 378 full-time and part-time officers and employees, receiving $591,000, who were reported to the Census of Manufactures as engaged in production.

Saddlery, Harness, and Whips

The plants in this classification are engaged primarily in making saddles and parts, harness and parts, halters, horse boots, turf boots, feed bags, whips, etc. The Census of Manufactures reports a preliminary value of products for this industry of $13,357,000 in 1935.

Notes:

(a) - Includes $1,742,000 purchased merchandise sold without processing.
(b) - Includes 152 full-time and part-time officers and employees, receiving $288,000, who were reported to the Census of Manufactures as engaged in production.

CENSUS OF
BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - LEATHER AND IN ITS MANUFACTURES.

(Values expressed in thousands of dollars)

Channels of Primary Distribution	Belting and Packing Leather	Boot and Shoe Cut Stock and Findings	Gloves and Mittens	Leather	Pocketbooks, Purses and Cardcases	Saddlery and Harness
Total Net Sales for Industry	(a) $24,301	(a) $118,216	(a) $29,786	(a) $308,899	(a) $41,845	(a) $13,678
Total Number of Plants	182	493	224	(b) 334	(b) 309	142
To own wholesale branches	$1,564	$14,883	$1,718	$52,804	$3,756	$673
Percent of total sales	6.4	12.6	5.8	17.1	9.0	4.9
Number of plants selling	9	7	5	58	9	5
To industrial and other large users	$14,587	$61,988	$1,997	$154,194	$2,815	$211
Percent of total sales	60.1	52.4	6.7	49.8	6.7	1.5
Number of plants selling	155	384	31	229	26	14
To wholesalers and jobbers	$4,423	$11,578	$7,660	$40,113	$4,884	$3,905
Percent of total sales	18.2	9.8	25.7	13.0	11.7	28.5
Number of plants selling	78	102	106	119	82	55
To own retail stores	$400	--	$73	--	--	$504
Percent of total sales	1.6	--	0.2	--	--	3.7
Number of plants selling	3	--	5	--	--	9
To retailers (including chain stores)	$1,608	$7,891	$18,105	$1,730	$29,776	$7,311
Percent of total sales	6.6	6.7	60.8	0.6	71.2	53.6
Number of plants selling	36	38	163	20	229	81
To household consumers	$24	--	$21	--	$181	$731
Percent of total sales	0.1	--	0.1	--	0.4	5.3
Number of plants selling	4	--	8	--	15	32
Total Distributed Sales	$22,606	$96,340	$29,574	$248,841	$41,412	$13,335
Transfer to other plants in same organization	$1,169	$20,469	--	$48,065	--	--
Percent of total sales	4.8	17.3	--	15.6	--	--
Number of plants selling	5	19	--	46	--	--
Sales not allocated to usual channels	$526	$1,407	$212	$11,993	$433	$343
Percent of total sales	2.2	1.2	0.7	3.9	1.0	2.5
Number of plants	7	22	8	32	12	7
Sales negotiated through agents, brokers, and commission houses: (Incl. above)	$424	$5,723	$3,033	$43,974	$2,107	$635
Percent of total sales	1.7	4.8	10.2	14.2	5.0	4.6
Number of plants using	14	67	44	96	32	13
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	97	213	89	127	165	56
Total net sales	(b) $13,173	(b) $57,044	$16,670	(c) $128,074	$28,527	$8,423
Total expenses	$2,217	$4,901	$1,621	$8,745	$3,592	$1,228
Percent of net sales	16.8	8.9	9.7	6.9	12.6	14.6
Pay roll	$1,065	$2,391	$899	$2,994	$1,959	$709
Other expenses	$1,152	$2,510	$722	$5,751	$1,633	$519
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	140	360	162	215	264	94
Total employees	603	1,304	767	1,560	1,129	523
Male	533	1,044	666	1,319	872	438
Female	70	260	101	241	257	85
Total pay roll	(c) $1,218	(c) $2,535	(b) $1,050	(d) $3,457	(c) $2,121	(b) $792

FOR COMPARISON	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Percent of Distributed Sales to:												
Own wholesale branches	6.9	7.8	15.4	No comparable information	5.8	11.2	21.2	19.8	9.1	1.3	5.0	No comparable information
Industrial users	64.5	70.5	64.4		6.8	4.0	62.0	47.6	6.8	0.2	1.6	
Wholesalers and jobbers	19.6	21.7	12.0		25.9	34.4	16.1	32.6	11.8	18.6	29.3	
Own retail stores	1.8	(d)	--		0.2	--	--	(e)	--	--	3.8	
Retailers	7.1	(d)	8.2		61.2	50.4	0.7	(e)	71.9	79.5	54.8	
Household consumers	0.1	--	--		0.1	(c)	--	--	0.4	0.4	5.5	

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

LEATHER AND ITS MANUFACTURES

Number of Plants
304

INDUSTRY (*)- Trunks, Suitcases, and Bags

Total Sales Reported
$28,700,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$28,700	100.0	xxxxx	304		xxxxx	462	
To own wholesale branches	1,074	3.7	3.8	4	2	1.5	8	4
To industrial and other large users	1,498	5.2	5.3	49	23	9.0	72	26
To wholesalers and jobbers	4,340	15.1	15.3	75	26	19.9	122	45
To own retail stores	142	0.5	0.5	11	5	--	--	--
To retailers (including chain stores)	21,188	73.9	74.4	228	167	67.1	352	218
To household consumers	213	0.7	0.7	23	1	2.5	51	13
Total Distributed Sales	28,455	99.1	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	--	--	xxxxx	--	--	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	245	0.9	xxxxx	7	6			
Sales negotiated through agents, brokers, and commission houses	1,678	5.8	xxxxx	26	4			

(*) - The plants in this classification are engaged primarily in making trunks, valises, suitcases, traveling bags, satchels, carrying cases, brief cases, hatboxes, luncheon kits, etc., irrespective of the materials from which made. The Census of Manufactures reports a preliminary value of products for this industry of $28,218,000 in 1935.

(1) - Includes $518,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	265	$26,935(b)	$4,128	xxxxx	$2,285	xxxxx	$1,843	xxxxx	1,221	288	1,509
Pay roll only	17	1,291	83	6.5	83	6.5	xxxxx	xxxxx	56	7	63
Other expense only	63	2,740	266	9.7	xxxxx	xxxxx	266	9.7	xxxxx	xxxxx	xxxxx
Pay roll and other expense	185	22,904	3,779	16.5	2,202	9.6	1,577	6.9	1,165	281	1,446

(a)- Includes 560 full-time and part-time officers and employees, receiving $592,000, who were reported to the Census of Manufactures as engaged in production.

(b)- Includes $27,000 transferred to other plants in own organization by 1 plant, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

STONE, CLAY AND GLASS PRODUCTS

Number of Plants	INDUSTRY (*)- Clay Products (other than pottery) and Nonclay Refractories	Total Sales Reported
1,062		$116,426,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$116,426	100.0	xxxxx	1,062		xxxxx		
To own wholesale branches	9,537	8.2	9.4	74	43			
To industrial and other large users	54,891	47.1	54.0	587	267			
To wholesalers and jobbers	22,926	19.7	22.6	405	116			
To own retail stores	--	--	--	--	--			
To retailers (including chain stores)	11,138	9.6	11.0	304	59			
To household consumers	3,066	2.6	3.0	203	36			
Total Distributed Sales	101,558	87.2	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	11,234	9.7	xxxxx	55	25	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	3,634	3.1	xxxxx	101	58			
Sales negotiated through agents, brokers, and commission houses	3,693	3.2	xxxxx	105	7			

(*) - The plants in this classification are engaged primarily in making brick, drain-tile, and other tile, sewer pipe, stove lining, terra-cotta products, and other refractories, both clay and nonclay. The Census of Manufactures reports a preliminary value of products for this industry of $111,141,000 in 1935.

(1) - Includes $1,734,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	591	$61,923(b)	$7,807	xxxxx	$3,739	xxxxx	$4,068	xxxxx	1,681	224	1,905
Pay roll only	83	6,491	490	7.8	490	7.8	xxxxx	xxxxx	234	38	272
Other expense only	151	8,907	746	8.4	xxxxx	xxxxx	746	8.4	xxxxx	xxxxx	xxxxx
Pay roll and other expense	357	46,525	6,571	14.3	3,249	7.1	3,322	7.2	1,447	186	1,633

(a) - Includes 747 full-time and part-time officers and employees, receiving $1,178,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $693,000 transferred to other plants in own organizations by 10 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NOTES FOR TABLE ON PAGE Page 131

Abrasive Wheels, Stones, Paper, and Cloth and Related Products

The plants in this classification are engaged primarily in making abrasive grinding wheels, except natural grindstones; artificial abrasive sticks, stones, and bricks; oilstones, scythestones, and other whetstones, hones, and rubbing stones, either artificial or of natural stone; abrasive paper and cloth; buffing and polishing wheels; metallic abrasives. The Census of Manufactures reports a preliminary value of products for this industry of $53,740,000 in 1935.

Notes:

(a) - Includes $921,000 purchased merchandise sold without processing.
(b) - Transfers to other plants in same organization combined with sales to industrial users to avoid disclosure of individual operations.
(c) - Includes 219 full-time and part-time officers and employees, receiving $544,000, who were reported to the Census of Manufactures as engaged in production.

Asbestos Products Other Than Steam Packing and Pipe and Boiler Covering

The plants in this classification are engaged primarily in making asbestos textiles; asbestos building materials, such as roofing, sheathing, siding, and flooring; other asbestos products, such as table mats and pads, holders for flatirons, packing for ice boxes and refrigerator cars, antifriction facings and linings, and insulating materials. The Census of Manufactures reports a preliminary value of products for this industry of $38,163,000 in 1935.

Notes:

(a) - Includes $4,009,000 purchased merchandise sold without processing.
(b) - Includes $714,000 transferred to other plants in own organizations by 3 plants, excluded in computing expense ratio.
(c) - Includes 150 full-time and part-time officers and employees, receiving $315,000, who were reported to the Census of Manufactures as engaged in production.

Cement

The plants in this classification are engaged primarily in making hydraulic, fireproof and slag cement, etc. The Census of Manufactures reports a preliminary value of products for this industry of $120,417,000 in 1935.

Notes:

(a) - Includes $850,000 purchased merchandise sold without processing.
(b) - Includes $425,000 transferred to other plants in own organizations by 4 plants, excluded in computing expense ratio.
(c) - Includes 132 full-time and part-time officers and employees, receiving $265,000, who were reported to the Census of Manufactures as engaged in production.
(d) - In 1929, sales to retailers were combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.

China Firing and Decorating, Not Done In Potteries

The plants in this classification are engaged primarily in firing and decorating china for the trade. (Small plants engaged in such work for private customers or to individual order are not included.) The Census of Manufactures reports a preliminary value of products for this industry of $1,267,000 in 1935.

Notes:

(a) - Includes $3,000 purchased merchandise sold without processing.
(b) - Includes 8 full-time and part-time officers and employees, receiving $20,000, who were reported to the Census of Manufactures as engaged in production.

Graphite, Ground and Refined

The plants in this classification are engaged primarily in extracting from the ore or refining graphite (plumbago or black lead). The Census of Manufactures reports a preliminary value of products for this industry of $2,122,000 in 1935.

Notes:

(a) - Includes $35,000 purchased merchandise sold without processing.
(b) - Sales to retailers combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.
(c) - Includes 15 full-time and part-time officers and employees, receiving $48,000, who were reported to the Census of Manufactures as engaged in production.

Gypsum Products

The plants in this classification are engaged primarily in making plasters, plaster board, and miscellaneous products, made wholly or chiefly of gypsum. The Census of Manufactures reports a preliminary value of products for this industry of $26,288,000 in 1935.

Notes:

(a) - Includes $694,000 purchased merchandise sold without processing.
(b) - Sales to household consumers combined with sales to retailers to avoid disclosure of individual operations.
(c) - Sales not allocated to usual channels combined with transfers to other plants in same organizations to avoid disclosure of individual operations.
(d) - Includes $394,000 transferred to other plants in own organizations by 3 plants, excluded in computing expense ratio.
(e) - Includes 74 full-time and part-time officers and employees, receiving $145,000, who were reported to the Census of Manufactures as engaged in production.

CENSUS OF BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - STONE, CLAY AND GLASS PRODUCTS

(Values expressed in thousands of dollars)

Channels of Primary Distribution	Abrasives	Asbestos Products	Cement	China Firing and Decorating	Graphite	Gypsum Products
Total Net Sales for Industry	(a) $52,619	(a) $43,765	(a) $118,433	(a) $1,476	(a) $2,108	(a) $27,516
Total Number of Plants	88	72	153	19	9	67
To own wholesale branches	$23,395	$17,690	$27,382	--	--	$16,655
Percent of total sales	44.6	40.5	23.1	--	--	60.5
Number of plants selling	10	13	29	--	--	32
To industrial and other large users	$19,225	$10,655	$29,193	$27	$1,960	$463
Percent of total sales	36.5	24.3	24.7	1.8	93.0	1.7
Number of plants selling	75	38	91	4	9	12
To wholesalers and jobbers	$5,799	$10,183	$28,554	$742	$148	$6,548
Percent of total sales	11.0	23.3	24.1	50.3	7.0	23.8
Number of plants selling	41	37	51	10	6	28
To own retail stores	--	--	--	--	--	--
Percent of total sales	--	--	--	--	--	--
Number of plants selling	--	--	--	--	--	--
To retailers (including chain stores)	$543	$1,222	$29,419	$707	(b)	$1,545
Percent of total sales	1.0	2.8	24.8	47.9		5.6
Number of plants selling	15	18	70	13		13
To household consumers	--	$272	--	--	--	(b)
Percent of total sales	--	0.6	--	--	--	
Number of plants selling	--	3	--	--	--	
Total Distributed Sales	$48,962	$40,022	$114,548	$1,476	$2,108	$25,211
Transfer to other plants in same organization	(b)	$3,385	$577	--	--	$2,305
Percent of total sales		7.7	0.5	--	--	8.4
Number of plants selling		13	12	--	--	18
Sales not allocated to usual channels	$3,657	$358	$3,308	--	--	(c)
Percent of total sales	6.9	0.8	2.8	--	--	
Number of plants	17	9	10	--	--	
Sales negotiated through agents, brokers, and commission houses: (Incl. above)	$2,293	$1,338	$1,650	$438	$79	$513
Percent of total sales	4.4	3.1	1.4	29.7	3.7	1.9
Number of plants using	23	12	6	5	4	6
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	55	32	57	12	5	20
Total net sales	$48,543	(b) $15,771	(b) $40,249	$759	$1,708	(d) $4,594
Total expenses	$4,054	$2,473	$5,032	$124	$251	$754
Percent of net sales	8.4	16.4	12.6	16.3	14.7	18.0
Pay roll	$2,100	$1,045	$1,935	$75	$102	$328
Other expenses	$1,954	$1,428	$3,097	$49	$149	$426
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	75	44	74	15	7	22
Total employees	818	590	768	50	39	167
Male	631	378	634	43	33	147
Female	187	212	134	7	6	20
Total pay roll	(c) $2,208	(c) $1,301	(c) $2,009	(b) $76	(c) $116	(e) $334

FOR COMPARISON	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Percent of Distributed Sales to:												
Own wholesale branches	47.8	No comparable information	44.2	No comparable information	23.9	6.3	--	--	--	No comparable information	66.1	No comparable information
Industrial users	39.3		26.6		25.5	16.8	1.8	--	93.0		1.8	
Wholesalers and jobbers	11.8		25.4		24.9	76.9	50.3	35.8	7.0		26.0	
Own retail stores	--		--		--	--	--	--	--		--	
Retailers	1.1		3.1		25.7	(d)	47.9	64.2	--		6.1	
Household consumers	--		0.7		--	--	--	--	--		--	

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NOTES FOR TABLE ON PAGE 133

Lime

The plants in this classification are engaged primarily in the production of lime, chiefly from limestone but to a small extent from shell and other substances. (Plants engaged exclusively in the quarrying of limestone, which is not a manufacturing operation, are not classified in this industry.) The Census of Manufactures reports a preliminary value of products for this industry of $23,322,000 in 1935.

Notes:

(a) - Includes $284,000 purchased merchandise sold without processing.
(b) - Sales to own retail stores combined with sales to industrial users to avoid disclosure of individual operations.
(c) - Includes $11,000 transferred to other plants in own organizations by 5 plants, excluded in computing expense ratio.
(d) - Includes 115 full-time and part-time officers and employees, receiving $156,000, who were reported to the Census of Manufactures as engaged in production.

Minerals and Earths, Ground or Otherwise Treated

The plants in this classification are engaged primarily in the grinding or pulverizing of certain earths, rocks, or minerals, such as barytes, chalk, clays, Cornwall stone, emery, feldspar, flint, kaolin, manganese ore, pumice, quartz, silica, sintered flue dust, spar, sulphur, and talc. The Census of Manufactures reports a preliminary value of products for this industry of $21,545,000 in 1935.

Notes:

(a) - Includes $301,000 purchased merchandise sold without processing.
(b) - Includes $113,000 transferred to other plants in own organizations by 3 plants, excluded in computing expense ratio.
(c) - Includes 104 full-time and part-time officers and employees, receiving $283,000, who were reported to the Census of Manufactures as engaged in production.

Mirrors, and Other Glass Products Made of Purchased Glass

The plants in this classification are engaged primarily in making mirrors, framed and unframed; cut, beveled, bent, and engraved glass; stained and ornamented glass; scientific glass apparatus for laboratories, hospitals, druggists, etc; watch crystals; laminated glass, etc. The Census of Manufactures reports a preliminary value of products for this industry of $68,738,000 in 1935.

Notes:

(a) - Includes $2,763,000 purchased merchandise sold without processing.
(b) - Includes $138,000 transferred to other plants in own organizations by 9 plants, excluded in computing expense ratio.
(c) - Includes 369 full-time and part-time officers and employees, receiving $625,000, who were reported to the Census of Manufactures as engaged in production.

Sand-lime Brick

The plants in this classification are engaged primarily in making brick from a combination of sand and lime molded under heavy pressure and subjected to the action of steam in a hardening chamber. The Census of Manufactures reports a preliminary value of products for this industry of $654,000 in 1935.

Notes:

(a) - Includes $16,000 purchased merchandise sold without processing.
(b) - Includes 11 full-time and part-time officers and employees, receiving $20,000, who were reported to the Census of Manufactures as engaged in production.
(c) - In 1929, sales to retailers were combined with sales to wholesalers and jobbers and sales to household consumers were combined with sales to industrial users because of incomplete reports.

Statuary and Art Goods (except concrete), Factory Production

The plants in this classification are engaged primarily in the factory production of such articles as statuary, vases, urns, brackets, flower boxes, fountains, plaques, mantels, columns, panels, molding, pedestals, etc., other than those made of concrete; ornamental plaster work, architectural sculptures, small images, scagliola, and papier mache articles. The Census of Manufactures reports a preliminary value of products for this industry of $2,892,000 in 1935.

Notes:

(a) - Includes $438,000 purchased merchandise sold without processing.
(b) - Sales to own retail stores combined with sales to retailers to avoid disclosure of individual operations.
(c) - Includes 19 full-time and part-time officers and employees, receiving $40,000, who were reported to the Census of Manufactures as engaged in production.
(d) - In 1929, sales to own wholesale branches were combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.

Wall Board and Plaster (except gypsum), Building Insulation, and Floor Composition

The plants in this classification are engaged primarily in making fiber wall-board and plasters other than gypsum; insulating materials (other than asbestos), such as mineral, wood and vegetable fibers, for building; and floor compositions. The Census of Manufactures reports a preliminary value of products for this industry of $23,887,000 in 1935.

Notes:

(a) - Includes $1,721,000 purchased merchandise sold without processing.
(b) - Includes $60,000 transferred to another plant in own organization by 1 plant, excluded in computing expense ratio.
(c) - Includes 97 full-time and part-time officers and employees, receiving $184,000, who were reported to the Census of Manufactures as engaged in production.

CENSUS OF BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - STONE, CLAY AND GLASS PRODUCTS

(Values expressed in thousands of dollars)

Channels of Primary Distribution	Lime	Minerals and Earths, Ground etc.	Mirrors and Other Glass Products	Sand-lime Brick	Statuary and Art Goods	Wall Board and Plaster
Total Net Sales for Industry	(a) $23,343	(a) $21,300	(a) $47,961	(a) $709	(a) $2,828	(a) $23,979
Total Number of Plants	189	156	509	19	102	119
To own wholesale branches	$2,356	$2,703	$15,332	--	$268	$3,474
Percent of total sales	10.1	12.7	31.9	--	9.5	14,5
Number of plants selling	17	14	20	--	3	10
To industrial and other large users	$10,909	$15,657	$10,916	$121	$976	$5,515
Percent of total sales	46.8	73.6	22.8	17.1	34.5	23.0
Number of plants selling	129	132	213	10	40	62
To wholesalers and jobbers	$5,438	$1,808	$8,191	$425	$493	$8,767
Percent of total sales	23.3	8.5	17.1	59.9	17.4	36.5
Number of plants selling	86	31	221	6	39	48
To own retail stores		--	$154	--		--
Percent of total sales	(b)	--	0.3	--	(b)	--
Number of plants selling		--	12	--		--
To retailers (including chain stores)	$3,510	$92	$11,403	$163	$575	$4,696
Percent of total sales	15.0	0.4	23.8	23.0	20.3	19.6
Number of plants selling	76	11	227	10	43	34
To household consumers	$403	--	$690	--	$516	$350
Percent of total sales	1.7	--	1.4	--	18.3	1.5
Number of plants selling	34	--	92	--	16	14
Total Distributed Sales	$22,616	$20,260	$46,686	$709	$2,828	$22,802
Transfer to other plants in same organization	$600	$433	$144	--	--	$306
Percent of total sales	2.6	2.0	0.3	--	--	1.3
Number of plants selling	20	9	10	--	--	5
Sales not allocated to usual channels	$127	$607	$1,131	--	--	$871
Percent of total sales	0.5	2.8	2.4	--	--	3.6
Number of plants	6	15	27	--	--	4
Sales negotiated through agents, brokers, and commission houses: (Incl. above)	$2,000	$1,749	$3,797	$12	$176	$2,747
Percent of total sales	8.6	8.2	7.9	1.7	6.2	11.5
Number of plants using	38	35	57	1	12	18
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	50	47	190	8	26	50
Total net sales	(c) $8,227	(b) $8,913	(b) $20,007	$429	$971	(b) $7,429
Total expenses	$875	$1,372	$2,841	$47	$186	$1,551
Percent of net sales	10.6	15.4	14.3	11.0	19.1	21.0
Pay roll	$427	$616	$1,637	$25	$70	$783
Other expenses	$448	$756	$1,204	$22	$116	$768
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	97	82	347	13	67	74
Total employees	287	261	1,091	15	115	370
Male	256	192	911	14	110	315
Female	31	69	180	1	5	55
Total pay roll	(d) $546	(c) $729	(c) $1,817	(b) $27	(c) $193	(c) $792

FOR COMPARISON	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Percent of Distributed Sales to:												
Own wholesale branches	10.4	9.2	13.3	No comparable information	32.9	No comparable information	--	--	9.5	(d)	15.2	No comparable information
Industrial users	48.3	37.6	77.3		23.4		17.1	47.6	34.5	65.9	24.2	
Wholesalers and jobbers	24.0	27.9	8.9		17.5		59.9	52.4	17.4	13.4	38.5	
Own retail stores	--	--	--		0.3		--	--	--	--	--	
Retailers	15.5	25.3	0.5		24.4		23.0	(c)	20.3	11.8	20.6	
Household consumers	1.8	--	--		1.5		--	(c)	18.3	8.9	1.5	

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

STONE, CLAY AND GLASS PRODUCTS

Number of Plants
1,203

INDUSTRY (*) - Concrete Products

Total Sales Reported
$48,776,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$48,776	100.0	xxxxx	1,203		xxxxx	2,438	
To own wholesale branches	1,224	2.5	2.6	25	16	3.0	107	31
To industrial and other large users	30,925	63.4	65.2	658	455	79.2	2,021	1,406
To wholesalers and jobbers	5,063	10.4	10.7	215	93	17.8	622	277
To own retail stores	257	0.5	0.5	16	9	(a)	--	--
To retailers (including chain stores)	4,659	9.6	9.8	290	156	(a)	--	--
To household consumers	5,319	10.9	11.2	337	145	(a)	--	--
Total Distributed Sales	47,447	97.3	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	237	0.5	xxxxx	11	5	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	1,092	2.2	xxxxx	34	30			
Sales negotiated through agents, brokers, and commission houses	1,510	3.1	xxxxx	88	16			

(a) - Sales to household consumers were combined with sales to industrial users; sales to retailers were combined with sales to wholesalers; and sales to own retail stores were combined with sales to own wholesale branches, all because of incomplete reports.

(*) - The plants in this classification are engaged primarily in making building blocks, building trimmings, cement roofing tile, etc., and other articles such as burial vaults, laundry tubs, etc., manufactured from a combination of stone or gravel, sand and cement. The Census of Manufactures reports a preliminary value of products for this industry of $44,967,000 in 1935.

(1) - Includes $1,512,000 purchased merchandise sold without processing and $535,000 received for services performed in processing materials owned by others.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	747	$36,060 (b)	$5,039	xxxxx	$2,263	xxxxx	$2,776	xxxxx	1,378	109	1,487
Pay roll only	94	4,004	459	11.5	459	11.5	xxxxx	xxxxx	305	20	325
Other expense only	278	8,393	816	9.7	xxxxx	xxxxx	816	9.7	xxxxx	xxxxx	xxxxx
Pay roll and other expense	375	23,663	3,764	15.9	1,804	7.6	1,960	8.3	1,073	89	1,162

(a) - Includes 699 full-time and part-time officers and employees, receiving $1,164,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $26,000 transferred to other plants in own organizations by 5 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

STONE, CLAY AND GLASS PRODUCTS

Number of Plants
213

INDUSTRY (*)- Glass

Total Sales Reported
$293,572,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935 Amount of Net Sales (add 000)	1935 Percent Total Net Sales	1935 Percent Distributed Sales	1935 Number of Plants: Total	1935 Number of Plants: Selling Exclusively	1929 Percent Distributed Sales	1929 Number of Plants: Total	1929 Number of Plants: Selling Exclusively
Total for Industry	$293,572	100.0	xxxxx	213		xxxxx	255	
To own wholesale branches	127,570	43.5	47.1	37	31	(a)	--	--
To industrial and other large users	79,760	27.2	29.5	92	24	38.7	133	44
To wholesalers and jobbers	39,775	13.5	14.7	125	50	52.9	189	82
To own retail stores	--	--	--	--	--	0.5	5	1
To retailers (including chain stores)	22,968	7.8	8.5	64	9	7.9	78	9
To household consumers	590	0.2	0.2	12	2	(b)	--	--
Total Distributed Sales	270,663	92.2	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	18,620	6.3	xxxxx	18	6	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	4,289	1.5	xxxxx	25	6			
Sales negotiated through agents, brokers, and commission houses	24,095	8.2	xxxxx	59	5			

(a) - Sales to own wholesale branches were combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.

(b) - Sales to household consumers were combined with sales to industrial users because of incomplete reports.

(*) - The plants in this classification are engaged primarily in making sheet glass, pressed and blown glass, and glass containers. (Products made of purchased glass are classified under the "Mirrors and other glass products made of purchased glass" industry.) The Census of Manufactures reports a preliminary value of products for this industry of $283,925,000 in 1935.

(1) - Includes $3,748,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense: Amount (add 000)	Total Reported Sales Expense: Percent of Net Sales	Pay Roll: Amount (add 000)	Pay Roll: Percent of Net Sales	Other Expense: Amount (add 000)	Other Expense: Percent of Net Sales	Employees (a): Male	Employees (a): Female	Employees (a): Total
Total Reported	114	$93,764(b)	$6,143	xxxxx	$3,166	xxxxx	$2,977	xxxxx	1,157	371	1,528
Pay roll only	11	6,285	272	4.3	272	4.3	xxxxx	xxxxx	98	32	130
Other expense only	15	6,475	289	4.5	xxxxx	xxxxx	289	4.5	xxxxx	xxxxx	xxxxx
Pay roll and other expense	88	81,004	5,582	7.0	2,894	3.6	2,688	3.4	1,059	339	1,398

(a) - Includes 456 full-time and part-time officers and employees, receiving $776,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $1,266,000 transferred to other plants in own organizations by 10 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

STONE, CLAY AND GLASS PRODUCTS

Number of Plants	INDUSTRY (*)- Pottery, Including Porcelain Ware	Total Sales Reported
257		$68,805,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$68,805	100.0	xxxxx	257		xxxxx	313	
To own wholesale branches	3,433	5.0	5.4	14	--	14.8	28	7
To industrial and other large users	12,726	18.5	20.2	89	38	18.5	94	46
To wholesalers and jobbers	24,404	35.4	38.7	130	46	42.5	179	78
To own retail stores	483	0.7	0.8	6	2	(a)	--	--
To retailers (including chain stores)	21,729	31.6	34.5	108	44	23.8	133	41
To household consumers	258	0.4	0.4	26	1	0.4	28	5
Total Distributed Sales	63,033	91.6	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	2,466	3.6	xxxxx	16	4	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	3,306	4.8	xxxxx	27	14			
Sales negotiated through agents, brokers, and commission houses	7,108	10.3	xxxxx	66	6			

(a) - Sales to own retail stores combined with sales to retailers to avoid disclosure of individual operations.

(*) - The plants in this classification are engaged primarily in making stoneware, red earthenware, white ware, china, bone china, delft, Belleek ware, electrical porcelain, vitreous-china and semi-vitreous or porcelain plumbing fixtures, etc. The Census of Manufactures reports a preliminary value of products for this industry of $66,778,000 in 1935.

(1) - Includes $1,596,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	164	$47,991(b)	$3,727	xxxxx	$1,787	xxxxx	$1,940	xxxxx	584	167	751
Pay roll only	9	4,961	193	3.9	193	3.9	xxxxx	xxxxx	56	13	69
Other expense only	34	2,628	106	4.0	xxxxx	xxxxx	106	4.0	xxxxx	xxxxx	xxxxx
Pay roll and other expense	121	40,402	3,428	8.6	1,594	4.0	1,834	4.6	528	154	682

(a) - Includes 300 full-time and part-time officers and employees, receiving $708,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $408,000 transferred to other plants in own organizations by 7 plants, excluded in computing percentages.

CHANNELS OF PRIMARY DISTRIBUTION FROM MANUFACTURERS' PLANTS

POTTERY AND PORCELAIN WARE

PERCENTAGE DISTRIBUTION OF NET SALES, 1935

Channels of Primary Distribution	The Industry as a Whole	Art Pottery	China	Electrical Porcelain	Flower Pots & other Red Earthenware	Plumbing Fixtures	Refractories	Stoneware
To own wholesale branches	5.0	--	1.8	--	3.2	17.5	1.2	5.7
Direct to industrial and other large users	18.5	0.6	9.0	53.7	13.3	3.9	80.2	27.8
To wholesalers and jobbers	35.4	26.5	28.8	23.3	34.2	69.7	6.0	19.2
To own retail stores	0.7	1.2	0.9	--	5.6	0.1	--	--
To retailers of all types (including chains)	31.6	47.3	52.2	0.2	36.5	7.6	11.6	44.5
Direct to household consumers	0.4	4.5	0.3	--	0.3	--	--	1.2
Transfer to other plants in own organization	3.6	--	(a)	20.5	0.9	0.5	--	0.1
Sales not distributed through usual channels, or not allocated	4.8	(x) 19.9	(x) 7.0	2.3	(x) 6.0	0.7	1.0	1.5
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Number of Plants	257	32	59	38	46	34	18	30
Net Sales, 1935	$68,805,000	$2,312,000	$31,918,000	$11,546,000	$2,966,000	$14,491,000	$2,139,000	$3,433,000

(a) Less than 1/10 of 1%

	Art Pottery	China	Red Earthenware
(x) Mfgrs. cannot allocate to definite channels	17.9	4.8	6.0
Sold entirely through agents	2.0	2.2	--
	19.9	7.0	6.0

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

STONE, CLAY AND GLASS PRODUCTS

Number of Plants
1,392

INDUSTRY (*) - Marble, Granite, Slate, and Other Stone, Cut and Shaped

Total Sales Reported
$56,904,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935 Amount of Net Sales (add 000)	1935 Percent Total Net Sales	1935 Percent Distributed Sales	1935 Number of Plants Total	1935 Number of Plants Selling Exclusively	1929 Percent Distributed Sales	1929 Number of Plants Total	1929 Number of Plants Selling Exclusively
Total for Industry	$56,904	100.0	xxxxx	1,392		xxxxx	1,627	
To own wholesale branches	1,515	2.7	2.8	13	9	4.7	60	16
To industrial and other large users	18,174	31.9	33.3	357	261	47.3	589	473
To wholesalers and jobbers	3,683	6.5	6.7	151	70	33.8	552	402
To own retail stores	740	1.3	1.4	28	20	(a)	--	--
To retailers (including chain stores)	13,723	24.1	25.1	302	202	(a)	--	--
To household consumers	16,769	29.5	30.7	719	631	14.2	600	538
Total Distributed Sales	54,604	96.0	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	766	1.3	xxxxx	14	5	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	1,534	2.7	xxxxx	31	23			
Sales negotiated through agents, brokers, and commission houses	5,596	9.8	xxxxx	106	12			

(a) - Sales to retailers were combined with sales to wholesalers and sales to own retail stores were combined with sales to own wholesale branches because of incomplete reports.

(*) - The plants in this classification are engaged primarily in producing monuments, tombstones, and other articles for cemetary uses; roofing slate, slate blackboards, and other slate work; builders and plumbers' marble, granite and other stone work; soapstone work; and all other stone work, except millstones, grindstones, and pulpstones (which are treated as quarry products) and hones and whetstones. The Census of Manufactures reports a preliminary value of products for this industry of $56,478,000 in 1935.

(1) - Includes $931,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense Amount (add 000)	Total Reported Sales Expense Percent of Net Sales	Pay Roll Amount (add 000)	Pay Roll Percent of Net Sales	Other Expense Amount (add 000)	Other Expense Percent of Net Sales	Employees (a) Male	Employees (a) Female	Employees (a) Total
Total Reported	827	$36,925 (b)	$6,029	xxxxx	$3,168	xxxxx	$2,861	xxxxx	1,723	190	1,913
Pay roll only	118	5,406	498	9.5	498	9.5	xxxxx	xxxxx	327	23	350
Other expense only	258	7,293	695	9.5	xxxxx	xxxxx	695	9.5	xxxxx	xxxxx	xxxxx
Pay roll and other expense	451	24,226	4,836	20.2	2,670	11.2	2,166	9.0	1,396	167	1,563

(a) - Includes 667 full-time and part-time officers and employees, receiving $1,195,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $435,000 transferred to other plants in own organizations by 5 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

IRON AND STEEL AND THEIR PRODUCTS

Number of Plants
71

INDUSTRY (*)- Cast-Iron Pipe and Fittings

Total Sales Reported
$38,727,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$38,727	100.0	xxxxx	71		xxxxx		
To own wholesale branches	10,495	27.1	27.6	17	6			
To industrial and other large users	14,820	38.3	38.8	30	14			
To wholesalers and jobbers	11,869	30.6	31.2	45	21			
To own retail stores	--	--	--	--	--			
To retailers (including chain stores)	908	2.3	2.4	5	2			
To household consumers	--	--	--	--	--			
Total Distributed Sales	38,092	98.3	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	378	1.0	xxxxx	10	--	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	257	0.7	xxxxx	3	--			
Sales negotiated through agents, brokers, and commission houses	4,254	11.0	xxxxx	15	5			

(*) - The plants in this classification are engaged primarily in making cast-iron pipe and fittings for gas, water, sewage, etc. The Census of Manufactures reports a preliminary value of products for this industry of $37,870,000 in 1935.

(1) - Includes $623,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	43	$22,579(b)	$1,573	xxxxx	$702	xxxxx	$871	xxxxx	287	42	329
Pay roll only	3	866	28	3.3	28	3.3	xxxxx	xxxxx	7	1	8
Other expense only	14	6,669	409	6.1	xxxxx	xxxxx	409	6.1	xxxxx	xxxxx	xxxxx
Pay roll and other expense	26	15,044	1,136	7.6	674	4.5	462	3.1	280	41	321

(a) - Includes 224 full-time and part-time officers and employees, receiving $403,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $84,000 transferred to other plants in own organizations by 2 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NOTES FOR TABLE ON PAGE 141

Blast-furnace Products

The plants in this classification are engaged primarily in producing pig iron and blast-furnace ferro-alloys. The Census of Manufactures reports a preliminary value of products for this industry of $374,090,000 in 1935.

Notes:

(a) - Includes $14,000 purchased merchandise sold without processing.
(b) - Less than 1/10 of 1%.
(c) - Includes $7,018,000 transferred to other plants in own organizations by 4 plants, excluded in computing expense ratio.
(d) - Includes 15 full-time and part-time officers and employees, receiving $63,000, who were reported to the Census of Manufactures as engaged in production.

Bolts, Nuts, Washers, and Rivets, Made in Plants Not Operated in Connection With Rolling Mills

The plants in this classification are engaged primarily in making bolts, nuts, rivets, lock washers, plate washers, riveting burrs, turnbuckles, toggle bolts, etc. (The phrase "made in plants not operated in connection with rolling mills", refers to production in plants operated entirely independently of rolling mills, although in some cases under the same ownership.) The Census of Manufactures reports a preliminary value of products for this industry of $57,420,000 in 1935.

Notes:

(a) - Includes $2,146,000 purchased merchandise sold without processing.
(b) - Includes $834,000 transferred to other plants in own organizations by 10 plants, excluded in computing expense ratio.
(c) - Includes 270 full-time and part-time officers and employees, receiving $650,000, who were reported to the Census of Manufactures as engaged in production.

Doors, Shutters, and Window Sash and Frames, Moulding and Trim, Metal

The plants in this classification are engaged primarily in making hollow-metal and solid-metal doors, window sash, and window and door frames; hollow-metal moulding and trim; and metal-covered fire retardant doors, window sash, and door and window frames. The Census of Manufactures reports a preliminary value of products for this industry of $22,740,000 in 1935.

Notes:

(a) - Includes $1,179,000 purchased merchandise sold without processing and $208,000 received for repair work performed at plants.
(b) - Sales to own wholesale branches combined with sales to wholesalers and jobbers to avoid disclosure of individual operations, both in 1929 and 1935.
(c) - Sales to household consumers combined with sales to industrial users to avoid disclosure of individual operations, both in 1929 and 1935.
(d) - Includes 581 full-time and part-time officers and employees, receiving $799,000, who were reported to the Census of Manufactures as engaged in production.

Files

The plants in this classification are engaged primarily in making files and rasps of all types and in recutting files. The Census of Manufactures reports a preliminary value of products for this industry of $9,179,000 in 1935.

Notes:

(a) - Includes $3,000 purchased merchandise sold without processing.
(b) - Sales negotiated through agents, brokers, and commission houses not shown to avoid disclosure of individual operations.
(c) - Includes 21 full-time and part-time officers and employees, receiving $47,000, who were reported to the Census of Manufactures as engaged in production.

Firearms

The plants in this classification are engaged primarily in making unmounted firearms--weapons made to fire from the hand or from the shoulder--and their parts. (Commercial manufacturers only are classified in this industry, no data having been collected from Government plants.) The Census of Manufactures reports a preliminary value of products for this industry of $13,025,000 in 1935.

Notes:

(a) - Includes $141,000 purchased merchandise sold without processing and $360,000 received for repair work performed at plants.
(b) - Includes 50 full-time and part-time officers and employees, receiving $79,000, who were reported to the Census of Manufactures as engaged in production.
(c) - In 1929, sales to industrial users were combined with sales to retailers to avoid disclosure of individual operations.

Nails, Spikes, Etc., Not Made in Wire Mills or in Plants Operated in Connection With Rolling Mills

The plants in this classification are engaged primarily in making wire nails, brads, and spikes, cut nails and spikes, horseshoe nails, tacks, staples, etc. (The phrase "not made in plants operated in connection with rolling mills" refers to production in plants operated entirely independently of rolling mills, although in some cases under the same ownership.) The Census of Manufactures reports a preliminary value of products for this industry of $9,656,000 in 1935.

Notes:

(a) - Includes $225,000 purchased merchandise sold without processing.
(b) - Sales to own wholesale branches combined with sales to industrial users to avoid disclosure of individual operations.
(c) - Includes 62 full-time and part-time officers and employees, receiving $142,000, who were reported to the Census of Manufactures as engaged in production.

CENSUS OF
BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - IRON AND STEEL AND THEIR PRODUCTS

(Values expressed in thousands of dollars)

Channels of Primary Distribution	Blast-furnace Products	Bolts, Nuts, Washers, Etc.	Doors, Shutters, Window-Sash, Etc.	Files	Firearms	Nails, Spikes, Etc.
Total Net Sales for Industry	(a) $319,724	(a) $61,335	(a) $25,849	(a) $9,172	(a) $11,611	(a) $8,796
Total Number of Plants	73	140	135	22	23	38
To own wholesale branches	$5,343	$4,515	(b)	$914	--	(b)
Percent of total sales	1.7	7.4		10.0	--	
Number of plants selling	13	6		3	--	
To industrial and other large users	$47,020	$43,674	$21,985	$2,381	--	$2,824
Percent of total sales	14.7	71.1	85.1	26.0	--	32.1
Number of plants selling	40	112	112	14	--	27
To wholesalers and jobbers	$6,130	$10,048	$2,693	$4,182	$8,950	$3,480
Percent of total sales	1.9	16.4	10.4	45.5	77.2	39.5
Number of plants selling	5	81	36	12	19	26
To own retail stores	--	--	--	--	--	--
Percent of total sales	--	--	--	--	--	--
Number of plants selling	--	--	--	--	--	--
To retailers (including chain stores)	--	$1,207	$677	$220	$1,689	$2,327
Percent of total sales	--	2.0	2.6	2.4	14.5	26.5
Number of plants selling	--	14	14	6	15	20
To household consumers	--	--	(c)	--	$108	--
Percent of total sales	--	--		--	0.9	--
Number of plants selling	--	--		--	6	--
Total Distributed Sales	$58,493	$59,444	$25,355	$7,697	$10,747	$8,631
Transfer to other plants in same organization	$261,179	$1,834	--	--	--	--
Percent of total sales	81.7	3.0	--	--	--	--
Number of plants selling	48	14	--	--	--	--
Sales not allocated to usual channels	$52	$57	$494	$1,475	$864	$165
Percent of total sales	(b)	0.1	1.9	16.1	7.4	1.9
Number of plants	6	4	6	3	9	6
Sales negotiated through agents, brokers, and commission houses: (Incl. above)	$15,229	$5,827	$3,171	(b)	$499	$2,227
Percent of total sales	4.8	9.5	12.3		4.3	25.3
Number of plants using	15	47	42		8	16
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	9	81	69	6	15	28
Total net sales	(c) $25,728	(b) $38,286	$15,351	$752	$8,258	$7,929
Total expenses	$287	$3,332	$2,435	$102	$766	$890
Percent of net sales	1.5	8.9	15.9	13.6	9.3	11.2
Pay roll	$109	$1,985	$1,418	$62	$229	$321
Other expenses	$178	$1,347	$1,017	$40	$537	$569
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	12	108	104	11	18	32
Total employees	30	866	900	125	123	174
Male	25	710	752	96	79	118
Female	5	156	148	29	44	56
Total pay roll	(d) $121	(c) $2,061	(d) $1,502	(c) $159	(b) $241	(c) $338

FOR COMPARISON	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Percent of Distributed Sales to:												
Own wholesale branches	9.1	3.8	7.6	4.9	--	(b)	11.9	No comparable information	--	--	--	No comparable information
Industrial users	80.4	74.2	73.5	68.8	86.7	85.0	30.9		--	(c)	32.7	
Wholesalers and jobbers	10.5	22.0	16.9	25.7	10.6	12.4	54.3		83.3	80.4	40.3	
Own retail stores	--	--	--	--	--	--	--		--	--	--	
Retailers	--	--	2.0	0.6	2.7	2.6	2.9		15.7	18.8	27.0	
Household consumers	--	--	--	--	--	(c)	--		1.0	0.8	--	

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

IRON AND STEEL AND THEIR PRODUCTS

Number of Plants
264

INDUSTRY (*)- Cutlery and Edge Tools

Total Sales Reported
$59,272,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$59,272	100.0	xxxxx	264		xxxxx		
To own wholesale branches	2,405	4.1	4.3	11	4			
To industrial and other large users	14,546	24.5	25.8	135	86			
To wholesalers and jobbers	27,325	46.2	48.6	140	65			
To own retail stores	--	--	--	--	--			
To retailers (including chain stores)	11,990	20.2	21.3	80	15			
To household consumers	28	(a)	(a)	12	--			
Total Distributed Sales	56,294	95.0	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	1,421	2.4	xxxxx	10	5	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	1,557	2.6	xxxxx	21	1			
Sales negotiated through agents, brokers, and commission houses	5,586	9.4	xxxxx	41	--			

(a) - Less than 1/10 of 1%.

(*) - The plants in this classification are engaged primarily in making implements which have a cutting edge, typical examples of which are knives, razors, scissors, shears, augers, gimlets, planes, meat choppers, axes and hatchets. (This classification does not include silver, nickel-silver, and plated table cutlery which is classified under "Silverware and plated ware".) The Census of Manufactures reports a preliminary value of products for this industry of $51,171,000 in 1935.

(1) - Includes $507,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	173	$41,322(b)	$7,048	xxxxx	$2,205	xxxxx	$4,843	xxxxx	805	146	951
Pay roll only	20	3,581	275	7.7	275	7.7	xxxxx	xxxxx	123	34	157
Other expense only	45	5,244	358	6.8	xxxxx	xxxxx	358	6.8	xxxxx	xxxxx	xxxxx
Pay roll and other expense	108	32,497	6,415	19.9	1,930	6.0	4,485	13.9	682	112	794

(a) - Includes 211 full-time and part-time officers and employees, receiving $542,000 who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $198,000 transferred to other plants in own organizations by 5 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

IRON AND STEEL AND THEIR PRODUCTS

Number of Plants	INDUSTRY (*)- Forgings, Iron and Steel, Made in Plants Not Operated in Connection With Steel Work Or Rolling Mills	Total Sales Reported
187		$66,397,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$66,397	100.0	xxxxx	187		xxxxx	214	
To own wholesale branches	849	1.3	1.3	6	--	1.6	6	--
To industrial and other large users	60,526	91.2	93.6	173	133	92.4	205	139
To wholesalers and jobbers	2,931	4.4	4.5	32	8	6.0	53	7
To own retail stores	--	--	--	--	--	--	--	--
To retailers (including chain stores)	379	0.6	0.6	9	1	--	--	--
To household consumers	(a)	--	--	--	--	--	--	--
Total Distributed Sales	64,685	97.5	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	1,624	2.4	xxxxx	11	3	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	88	0.1	xxxxx	11	--			
Sales negotiated through agents, brokers, and commission houses	6,858	10.3	xxxxx	41	--			

(a) - Sales to household consumers combined with sales to industrial users to avoid disclosure of individual operations.

(*) - The plants in this classification are engaged primarily in the commercial production of light and heavy drop and steam-hammer forgings, such as chains, anchors, axles, car wheels, frogs, etc. (The phrase "not made in plants operated in connection with rolling mills" refers to plants operated entirely independently of rolling mills, although in some cases under the same ownership.) The Census of Manufactures reports a preliminary value of products for this industry of $66,351,000 in 1935.

(1) - Includes $518,000 purchased merchandise sold without processing, and $104,000 received for repair work performed at plants.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	133	$45,833(b)	$2,574	xxxxx	$1,553	xxxxx	$1,021	xxxxx	500	85	585
Pay roll only	16	6,018	125	2.1	125	2.1	xxxxx	xxxxx	54	9	63
Other expense only	28	9,436	146	1.5	xxxxx	xxxxx	146	1.5	xxxxx	xxxxx	xxxxx
Pay roll and other expense	89	30,379	2,303	7.7	1,428	4.8	875	2.9	446	76	522

(a) - Includes 428 full-time and part-time officers and employees, receiving $1,016,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $528,000 transferred to other plants in own organizations by 4 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

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Safes and Vaults

The plants in this classification are engaged primarily in making fire-proof and burglar-proof safes and vaults for banks, offices, and residences; money chests; safe-deposit boxes; vault doors; and safe locks. The Census of Manufactures reports a preliminary value of products for this industry of $3,313,000 in 1935.

Notes:

(a) - Includes $37,000 purchased merchandise sold without processing and $142,000 received for repair work performed at plants.
(b) - Includes 3 full-time and part-time officers and employees, receiving $17,000, who were reported to the Census of Manufactures as engaged in production.
(c) - In 1929, sales to own wholesale branches were combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.

Saws

The plants in this classification are engaged primarily in making saws and saw blades of all types, for cutting wood, metal, and other substances. (The industry does not include the manufacture of saw frames, saw tables, and sawing machines.) The Census of Manufactures reports a preliminary value of products for this industry of $13,649,000 in 1935.

Notes:

(a) - Includes $406,000 purchased merchandise sold without processing and $350,000 received for repair work performed at plants.
(b) - Includes $156,000 transferred to other plants in own organizations by 3 plants, excluded in computing expense ratio.
(c) - Includes 40 full-time and part-time officers and employees, receiving $121,000, who were reported to the Census of Manufactures as engaged in production.

Springs, Steel, Except Wire, Made in Plants Not Operated in Connection With Rolling Mills

The plants in this classification are engaged primarily in making leaf springs--railway, motor-vehicle, carriage, wagon, etc.--and hot-wound railway springs. (Wire springs are products of the "Wirework, not elsewhere classified" industry.) (The phrase "not made in plants operated in connection with rolling mills" refers to production in plants operated entirely independently of rolling mills, although in some cases under the same ownership.) The Census of Manufactures reports a preliminary value of products for this industry of $18,233,000 in 1935.

Notes:

(a) - Includes $260,000 purchased merchandise sold without processing and $417,000 received for repair work performed at plants and for processing materials owned by others.
(b) - Includes $160,000 transferred to other plants in own organizations by 2 plants, excluded in computing expense ratio.
(c) - Includes 76 full-time and part-time officers and employees, receiving $167,000, who were reported to the Census of Manufactures as engaged in production.

Steel Barrels, Kegs, and Drums

The plants in this classification are engaged primarily in making portable iron steel barrels, kegs, and drums for use as shipping containers and for storage purposes. The Census of Manufactures reports a preliminary value of products for this industry of $34,650,000 in 1935.

Notes:

(a) - Includes $221,000 purchased merchandise sold without processing.
(b) - Includes $642,000 transferred to other plants in own organizations by 4 plants, excluded in computing expense ratio.
(c) - Includes 153 full-time and part-time officers and employees, receiving $383,000, who were reported to the Census of Manufactures as engaged in production.

Wire, Drawn From Purchased Rods

The plants in this classification are engaged primarily in drawing wire from purchased bars or rods of iron, steel, copper, or other metals. The Census of Manufactures reports a preliminary value of products for this industry of $127,417,000 in 1935.

Notes:

(a) - Includes $1,314,000 purchased merchandise sold without processing.
(b) - Includes $3,922,000 transferred to other plants in own organizations by 12 plants, excluded in computing expense ratio.
(c) - Includes 283 full-time and part-time officers and employees, receiving $770,000, who were reported to the Census of Manufactures as engaged in production.

Wrought Pipe, Welded and Heavy Riveted, Made in Plants Not Operated in Connection With Rolling Mills

The plants in this classification are engaged primarily in making boiler tubes, oil-country casing, tubing, and pipe, other black and galvanized wrought pipe, electrical conduit, and heavy-riveted pipe. (The phrase "not made in plants operated in connection with rolling mills" refers to plants operated entirely independently of rolling mills, although in some cases under the same ownership.) The Census of Manufactures reports a preliminary value of products for this industry of $73,849,000 in 1935.

Notes:

(a) - Includes $1,820,000 purchased merchandise sold without processing.
(b) - Sales to own wholesale branches combined with sales to wholesalers and jobbers, and transfers to other plants in same organization combined with sales to industrial users to avoid disclosures of individual operations.
(c) - Includes 158 full-time and part-time officers and employees, receiving $464,000, who were reported to the Census of Manufactures as engaged in production.

CENSUS OF BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - IRON AND STEEL AND THEIR PRODUCTS

(Values expressed in thousands of dollars)

Channels of Primary Distribution	Safes and Vaults	Saws	Steel Springs	Steel Barrels Etc.	Wire	Wrought Pipe
Total Net Sales for Industry	(a) $3,460	(a) $13,381	(a) $19,684	(a) $33,815	(a) $177,842	(a) $77,009
Total Number of Plants	15	76	53	68	94	53
To own wholesale branches	--	$2,338	$169	$4,850	$30,200	(b)
Percent of total sales	--	17.5	0.9	14.3	17.0	
Number of plants selling	--	6	4	4	25	
To industrial and other large users	$2,287	$3,580	$14,326	$23,014	$96,920	$39,285
Percent of total sales	66.1	26.8	72.8	68.1	54.5	51.1
Number of plants selling	9	53	39	57	70	41
To wholesalers and jobbers	$289	$5,381	$2,993	$3,805	$26,746	$24,740
Percent of total sales	8.4	40.1	15.2	11.3	15.0	32.1
Number of plants selling	3	39	30	11	45	19
To own retail stores	--	--	--	--	--	--
Percent of total sales	--	--	--	--	--	--
Number of plants selling	--	--	--	--	--	--
To retailers (including chain stores)	$884	$1,192	$480	$1,504	$4,224	$721
Percent of total sales	25.5	8.9	2.4	4.4	2.4	0.9
Number of plants selling	5	27	19	5	18	7
To household consumers	--	$13	$63	--	--	$92
Percent of total sales	--	0.1	0.3	--	--	0.1
Number of plants selling	--	5	12	--	--	3
Total Distributed Sales	$3,460	$12,504	$18,031	$33,173	$158,090	$64,838
Transfer to other plants in same organization	--	$161	$1,306	$642	$14,704	(b)
Percent of total sales	--	1.2	6.6	1.9	8.3	
Number of plants selling	--	4	4	4	35	
Sales not allocated to usual channels	--	$716	$347	--	$5,048	$12,171
Percent of total sales	--	5.4	1.8	--	2.8	15.8
Number .of plants	--	8	9	--	14	8
Sales negotiated through agents, brokers, and commission houses: (Incl. above)	$175	$438	--	$3,576	$10,264	$8,608
Percent of total sales	5.1	3.3	--	10.6	5.8	11.2
Number of plants using	3	10	--	9	23	14
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	8	41	25	29	42	27
Total net sales	$2,370	(b) $7,636	(b) $13,353	(b) $18,145	(b) $76,802	$31,962
Total expenses	$699	$1,273	$908	$1,241	$5,281	$1,849
Percent of net sales	29.5	17.0	6.9	7.1	7.2	5.8
Pay roll	$320	$566	$383	$486	$2,267	$721
Other expenses	$379	$707	$525	$755	$3,014	$1,128
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	11	46	36	46	52	33
Total employees	185	327	189	238	1,010	319
Male	165	252	150	198	777	238
Female	20	75	39	40	233	81
Total pay roll	(b) $320	(c) $566	(c) $408	(c) $600	(c) $2,291	(c) $809

FOR COMPARISON	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Percent of Distributed Sales to:												
Own wholesale branches	--	(c)	18.7	6.8	0.9	1.5	14.6	No comparable information	19.1	6.7	--	0.5
Industrial users	66.1	47.0	28.6	25.8	79.5	65.0	69.4		61.3	70.3	60.6	58.9
Wholesalers and jobbers	8.4	10.3	43.1	52.5	16.6	31.1	11.5		16.9	19.1	38.2	40.6
Own retail stores	--	--	--	--	--	--	--		--	--	--	--
Retailers	25.5	42.7	9.5	14.9	2.7	2.4	4.5		2.7	3.9	1.1	--
Household consumers	--	--	0.1	--	0.3	--	--		--	--	0.1	--

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

IRON AND STEEL AND THEIR PRODUCTS

Number of Plants	INDUSTRY (*)- Hardware, Not Elsewhere Classified	**Total Sales Reported**
406		$148,255,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$148,255	100.0	xxxxx	406		xxxxx	485	
To own wholesale branches	3,953	2.7	3.7	15	2	4.3	31	3
To industrial and other large users	53,711	36.2	50.3	220	95	49.5	281	119
To wholesalers and jobbers	32,263	21.8	30.3	247	91	33.0	284	103
To own retail stores	--	--	--	--	--	--	--	--
To retailers (including chain stores)	16,537	11.2	15.5	148	35	13.2	175	29
To household consumers	160	0.1	0.2	21	--	--	--	--
Total Distributed Sales	106,624	72.0	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	38,903	26.2	xxxxx	15	1	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	2,728	1.8	xxxxx	45	6			
Sales negotiated through agents, brokers, and commission houses	7,501	5.1	xxxxx	84	3			

(*) - The plants in this classification are engaged primarily in making miscellaneous metal products usually classed as hardware and not belonging to any of the other classifications -- "Cutlery", "Tools", "Saws", etc. -- the products of which are also sold in hardware stores. Among the chief products of this industry are locks, car seals, seal presses, brackets, andirons and other fireplace equipment, and trunk trimmings; builders', cabinet, saddlery, harness, car, vehicle (including motor-vehicle), casket, furniture, piano, and organ hardware; vacuum bottles and containers. The Census of Manufactures reports a preliminary value of products for this industry of $147,677,000 in 1935.

(1) - Includes $1,915,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	309	$135,137(b)	$10,728	xxxxx	$5,100	xxxxx	$5,628	xxxxx	1,740	510	2,250
Pay roll only	22	5,282	372	7.9	372	7.9	xxxxx	xxxxx	122	14	136
Other expense only	74	7,305	459	6.5	xxxxx	xxxxx	459	6.5	xxxxx	xxxxx	xxxxx
Pay roll and other expense	213	122,550	9,897	11.7	4,728	5.6	5,169	6.1	1,618	496	2,114

(a) - Includes 789 full-time and part-time officers and employees, receiving $1,644,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $38,795,000 transferred to other plants in own organizations by 11 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

IRON AND STEEL AND THEIR PRODUCTS

Number of Plants
251

INDUSTRY (*)- Plumbers' Supplies, Not Including Pipe or Vitreous-China Sanitary Ware

Total Sales Reported
$70,573,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants: Total	Number of Plants: Selling Exclusively	Percent Distributed Sales	Number of Plants: Total	Number of Plants: Selling Exclusively
Total for Industry	$70,573	100.0	xxxxx	251		xxxxx	255	
To own wholesale branches	9,226	13.1	14.0	17	2	23.1	25	4
To industrial and other large users	9,028	12.8	13.7	77	17	9.0	68	23
To wholesalers and jobbers	41,966	59.5	63.6	205	127	61.9	212	122
To own retail stores	(a)	--	--	--	--	--	--	--
To retailers (including chain stores)	5,607	7.9	8.5	38	4	6.0	51	10
To household consumers	99	0.1	0.2	7	1	--	--	--
Total Distributed Sales	65,926	93.4	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	3,592	5.1	xxxxx	16	3	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	1,055	1.5	xxxxx	16	9			
Sales negotiated through agents, brokers, and commission houses	3,218	4.6	xxxxx	43	1			

(a) - Sales to own retail stores combined with sales to retailers to avoid disclosure of individual operations.

(*) - The plants in this classification are engaged primarily in making porcelain-enameled (enameled-iron) sanitary ware (bathtubs, laundry tubs, lavatories, and sinks), plumbers' brass goods (faucets, spigots, valves, fittings, etc.), galvanized-iron and copper range boilers, and miscellaneous bathroom and other fixtures used in plumbers' work. (This industry does not include the manufacture of vitreous-china and semivitreous or porcelain (all-clay) sanitary ware, which is included in the Pottery industry.) The Census of Manufactures reports a preliminary value of products for this industry of $75,631,000 in 1935.

(1) - Includes $1,415,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	191	$55,704 (b)	$5,914	xxxxx	$2,901	xxxxx	$3,013	xxxxx	1,252	232	1,484
Pay roll only	17	2,783	152	5.8	152	5.8	xxxxx	xxxxx	98	9	107
Other expense only	37	2,889	200	6.9	xxxxx	xxxxx	200	6.9	xxxxx	xxxxx	xxxxx
Pay roll and other expense	137	50,032	5,562	11.5	2,749	5.7	2,813	5.8	1,154	223	1,377

(a) - Includes 698 full-time and part-time officers and employees, receiving $1,359,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $1,889,000 transferred to other plants in own organizations by 9 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

IRON AND STEEL AND THEIR PRODUCTS

Number of Plants
302

INDUSTRY (*)- Screw-Machine Products and Wood Screws

Total Sales Reported
$65,373,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$65,373	100.0	xxxxx	302		xxxxx	273	
To own wholesale branches	1,195	1.8	1.9	6	2	(a)	--	--
To industrial and other large users	49,500	75.7	78.5	272	201	79.5	234	172
To wholesalers and jobbers	10,696	16.4	16.9	77	18	18.1	86	28
To own retail stores	--	--	--	--	--	--	--	--
To retailers (including chain stores)	1,723	2.6	2.7	26	6	2.4	26	6
To household consumers	--	--	--	--	--	--	--	--
Total Distributed Sales	63,114	96.5	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	2,082	3.2	xxxxx	8	2	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	177	0.3	xxxxx	18	--			
Sales negotiated through agents, brokers, and commission houses	5,196	7.9	xxxxx	47	3			

(a) - Sales to own wholesale branches were combined with sales to industrial users to avoid disclosure of individual operations.

(*) - The plants in this classification are engaged primarily in making machine screws, wood screws, and a great variety of special parts and small articles, (many of which are threaded) that are made on "screw machines". The Census of Manufactures reports a preliminary value of products for this industry of $63,029,000 in 1935.

(1) - Includes $978,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	219	$56,126(b)	$4,460	xxxxx	$1,751	xxxxx	$2,709	xxxxx	625	161	786
Pay roll only	32	3,991	205	5.1	205	5.1	xxxxx	xxxxx	107	14	121
Other expense only	68	7,985	702	8.8	xxxxx	xxxxx	702	8.8	xxxxx	xxxxx	xxxxx
Pay roll and other expense	119	44,150	3,553	8.4	1,546	3.7	2,007	4.7	518	147	665

(a) - Includes 314 full-time and part-time officers and employees, receiving $708,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $2,067,000 transferred to other plants in own organizations by 7 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

IRON AND STEEL AND THEIR PRODUCTS

Number of Plants
667 (1)

INDUSTRY (*)- Stamped and Pressed Metal Products

Total Sales Reported
$201,510,000 (2)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$201,510	100.0	xxxxx	667		xxxxx	491	
To own wholesale branches	15,237	7.6	7.8	12	9	6.2	25	4
To industrial and other large users	129,478	64.2	66.4	482	315	52.5	341	219
To wholesalers and jobbers	31,583	15.7	16.2	260	91	30.3	202	86
To own retail stores	--	--	--	--	--	--	--	--
To retailers (including chain stores)	18,526	9.2	9.5	135	33	11.0	106	22
To household consumers	257	0.1	0.1	24	1	--	--	--
Total Distributed Sales	195,081	96.8	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	4,396	2.2	xxxxx	24	4	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	2,033	1.0	xxxxx	28	4			
Sales negotiated through agents, brokers, and commission houses	16,826	8.3	xxxxx	114	11			

(*) - The plants in this classification are engaged primarily in making, from sheet metal other than aluminum, automotive and other industrial stampings, kitchen utensils and other household ware, and such products as license plates, bottle seals, jar caps, etc. (The classification does not cover all metal stamping as various commodities are classified in the "Hardware", "Lighting fixtures", "Plumbers' supplies" and "Furniture" industries.) The Census of Manufactures reports a preliminary value of products for this industry of $208,672,000 in 1935.

(1) - In addition there were 36 plants which made no sales but received $3,528,000 for processing materials owned by others.

(2) - Includes $1,591,000 purchased merchandise sold without processing and $1,470,000 received for processing materials owned by others.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	469	$160,535(b)	$13,769	xxxxx	$6,217	xxxxx	$7,552	xxxxx	2,163	717	2,880
Pay roll only	42	11,105	324	3.0	324	3.0	xxxxx	xxxxx	110	45	155
Other expense only	119	18,749	1,026	5.7	xxxxx	xxxxx	1,026	5.7	xxxxx	xxxxx	xxxxx
Pay roll and other expense	308	130,681	12,419	9.7	5,893	4.6	6,526	5.1	2,053	672	2,725

(a) - Includes 1,381 full-time and part-time officers and employees, receiving $3,038,000, who were reported to the Census of Manufactures as engaged in production.

(b)- Includes $3,523,000 transferred to other plants in own organizations by 17 plants, excluded in computing percentages.

Number of Plants
287

INDUSTRY (*)- Steam and Hot Water Heating Apparatus

Total Sales Reported
$116,990,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$116,990	100.0	xxxxx	287		xxxxx	240	
To own wholesale branches	38,212	32.7	34.6	38	18	40.7	63	20
To industrial and other large users	26,245	22.4	(c) 23.7	142	60	18.6	121	54
To wholesalers and jobbers	39,512	33.8	35.7	168	50	30.5	138	38
To own retail stores	(a)	--	--	--	--	(b)	--	--
To retailers (including chain stores)	5,635	4.8	5.1	64	8	(c) 10.2	76	13
To household consumers	981	0.8	0.9	40	14	--	--	--
Total Distributed Sales	110,585	94.5	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	5,831	5.0	xxxxx	17	1	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	574	0.5	xxxxx	22	2			
Sales negotiated through agents, brokers, and commission houses	9,412	8.0	xxxxx	67	9			

(a) - Sales to own retail stores combined with sales to retailers to avoid disclosure of individual operations.

(b) - Sales to own retail stores were combined with sales to own wholesale branches to avoid disclosure of individual operations.

(c) - In 1929, sales to contractors in this industry were considered as sales to retailers. In 1935, sales to contractors in all industries were considered as sales to industrial users.

(*) - The plants in this classification are engaged primarily in making steam and hot-water heating boilers, radiators, safety valves, vacuum gauges, heat regulators, thermostats, coils, unions, flanges, and similar fittings, and other classes of steam specialties. The Census of Manufactures reports a preliminary value of products for this industry of $111,750,000 in 1935.

(1) - Includes $3,344,000 purchased merchandise sold without processing and $412,000 received for repair work performed at plants.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	207	$72,366(b)	$8,584	xxxxx	$3,638	xxxxx	$4,946	xxxxx	1,407	387	1,794
Pay roll only	18	12,135	236	2.2	236	2.2	xxxxx	xxxxx	106	53	159
Other expense only	47	7,777	638	8.2	xxxxx	xxxxx	638	8.2	xxxxx	xxxxx	xxxxx
Pay roll and other expense	142	52,454	7,710	14.7	3,402	6.5	4,308	8.2	1,301	334	1,635

(a) - Includes 823 full-time and part-time officers and employees, receiving $1,674,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $1,463,000 transferred to other plants in own organizations by 6 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

IRON AND STEEL AND THEIR PRODUCTS

Number of Plants
392

INDUSTRY (*)- Steel-Works and Rolling-Mill Products

Total Sales Reported
$1,890,852,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$1,890,852	100.0	xxxxx	392		xxxxx	480	
To own wholesale branches	499,004	26.4	31.3	83	10	39.4	93	7
To industrial and other large users	999,858	52.9	62.7	321	164	56.9	354	214
To wholesalers and jobbers	85,029	4.5	5.3	109	8	3.7	238	81
To own retail stores	--	--	--	--	--	--	--	--
To retailers (including chain stores)	11,241	0.6	0.7	34	1	(a)	--	--
To household consumers	--	--	--	--	--	--	--	--
Total Distributed Sales	1,595,132	84.4	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	274,228	14.5	xxxxx	131	4	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	21,492	1.1	xxxxx	63	--			
Sales negotiated through agents, brokers, and commission houses	60,053	3.2	xxxxx	86	2			

(a) - Sales to retailers were combined with sales to wholesalers and jobbers because of incomplete reports.

(*) - The plants in this classification are engaged primarily in the conversion of pig iron and scrap into steel, and the rolling of iron and steel. Products include steel ingots and direct steel castings; rolled iron and steel, such as rails, splice bars, rail joints, bars and rods, tin-plate bars, wire rods, structural shapes, loops, bands, and cotton ties; plates and sheets, including black plates and sheets for trimming; nail and tack plates; car axles, car wheels; armor plate; gun forgings, etc. The Census of Manufactures reports a preliminary value of products for this industry of $1,931,318,000 in 1935.

(1) - Includes $10,624,000 purchased merchandise sold without processing and $549,000 received for repair work performed at plants.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	217	$640,618(b)	$21,667	xxxxx	$9,443	xxxxx	$12,224	xxxxx	2,625	719	3,344
Pay roll only	21	138,350	396	0.3	396	0.3	xxxxx	xxxxx	220	48	268
Other expense only	20	21,420	893	4.4	xxxxx	xxxxx	893	4.4	xxxxx	xxxxx	xxxxx
Pay roll and other expense	176	480,848	20,378	4.4	9,047	2.0	11,331	2.4	2,405	671	3,076

(a) - Includes 1,422 full-time and part-time officers and employees, receiving $4,195,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $37,393,000 transferred to other plants in own organizations by 37 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

IRON AND STEEL AND THEIR PRODUCTS

Number of Plants 553	INDUSTRY (*)- Stoves, Ranges and Furnaces	Total Sales Reported $182,866,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$182,866	100.0	xxxxx	553		xxxxx	609	
To own wholesale branches	20,943	11.5	11.8	30	13	7.4	70	8
To industrial and other large users	17,844	9.8	10.1	161	48	17.1	282	92
To wholesalers and jobbers	43,448	23.8	24.6	302	81	31.1	325	75
To own retail stores	8,818	4.8	5.0	25	3	5.5	45	5
To retailers (including chain stores)	76,912	42.0	43.5	291	79	38.9	338	83
To household consumers	8,798	4.8	5.0	159	25	--	--	--
Total Distributed Sales	176,763	96.7	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	3,149	1.7	xxxxx	12	4	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	2,954	1.6	xxxxx	41	15			
Sales negotiated through agents, brokers, and commission houses	11,456	6.3	xxxxx	78	17			

(*) - The plants in this classification are engaged primarily in the production of stoves, ranges, heaters, and burners of all kinds (except those made for industrial use), including water heating units complete with tanks, warm-air furnaces, auxiliary and ventilating heaters, and stove and furnace parts. (The manufacture of electric stoves, ranges and heating appliances is classified in the "Electrical machinery, apparatus, and supplies" industry.) The Census of Manufactures reports a preliminary value of products for this industry of $185,109,000 in 1935.

(1) - Includes $3,735,000 purchased merchandise sold without processing and $1,496,000 received for repair work performed at plants.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	429	$148,291(b)	$19,987	xxxxx	$8,686	xxxxx	$11,301	xxxxx	3,637	687	4,324
Pay roll only	32	10,513	788	7.5	788	7.5	xxxxx	xxxxx	277	39	316
Other expense only	70	17,727	997	5.6	xxxxx	xxxxx	997	5.6	xxxxx	xxxxx	xxxxx
Pay roll and other expense	327	120,051	18,202	15.2	7,898	6.6	10,304	8.6	3,360	648	4,008

(a) - Includes 1,568 full-time and part-time officers and employees, receiving $2,705,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $218,000 transferred to other plants in own organizations by 6 plants, excluded in computing percentages.

The figures in these tables differ slightly from those contained in the report for this industry dated February 19, 1937, due to subsequent changes in classification of individual plants by the Census of Manufactures.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

IRON AND STEEL AND THEIR PRODUCTS

Number of Plants
1,100

INDUSTRY (*)- Structural and Ornamental Metal Work, Made in Plants Not Operated in Connection With Rolling Mills

Total Sales Reported
$186,442,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$186,442	100.0	xxxxx	1,100		xxxxx		
To own wholesale branches	20,933	11.2	12.1	22	16			
To industrial and other large users	142,111	76.2	81.9	930	737			
To wholesalers and jobbers	5,528	3.0	3.2	151	48			
To own retail stores	--	--	--	--	--			
To retailers (including chain stores)	3,212	1.7	1.9	113	31			
To household consumers	1,523	0.8	0.9	126	43			
Total Distributed Sales	173,307	92.9	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	11,325	6.1	xxxxx	32	3	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	1,810	1.0	xxxxx	28	9			
Sales negotiated through agents, brokers, and commission houses	2,170	1.2	xxxxx	63	1			

(*) - The plants in this classification are engaged primarily in making structural and ornamental metal work, both ferrous and non-ferrous, for buildings, bridges, and other purposes. (The term "made in plants not operated in connection with rolling mills" refers in some cases to plants having no connection with rolling mills, and in other cases to plants under the same ownership as rolling mills but operated as independent units and not usually located adjacent to the rolling mills.) The Census of Manufactures reports a preliminary value of products for this industry of $160,762,000 in 1935.

(1) - Includes $4,633,000 purchased merchandise sold without processing and $1,166,000 received for repair work performed at plants and for processing of materials owned by others.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	727	$108,190(b)	$10,634	xxxxx	$5,547	xxxxx	$5,087	xxxxx	2,568	381	2,949
Pay roll only	73	6,648	636	9.6	636	9.6	xxxxx	xxxxx	304	21	325
Other expense only	223	25,951	1,492	6.5	xxxxx	xxxxx	1,492	6.5	xxxxx	xxxxx	xxxxx
Pay roll and other expense	431	75,591	8,506	11.3	4,911	6.5	3,595	4.8	2,264	360	2,624

(a)- Includes 1,546 full-time and part-time officers and employees, receiving $3,237,000, who were reported to the Census of Manufactures as engaged in production.

(b)- Includes $3,448,000 transferred to other plants in own organizations by 10 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

IRON AND STEEL AND THEIR PRODUCTS

Number of Plants
205

INDUSTRY (*)- Tin Cans and Other Tinware Not Elsewhere Classified

Total Sales Reported
$297,362,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$297,362	100.0	xxxxx	205		xxxxx	206	
To own wholesale branches	2,867	1.0	1.1	7	5	0.7	7	1
To industrial and other large users	240,151	80.8	91.9	147	69	91.6	147	106
To wholesalers and jobbers	15,469	5.2	5.9	47	16	6.5	71	34
To own retail stores	--	--	--	--	--	--	--	--
To retailers (including chain stores)	1,897	0.6	0.7	22	3	1.2	32	11
To household consumers	978	0.3	0.4	5	--	--	--	--
Total Distributed Sales	261,362	87.9	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	35,156	11.8	xxxxx	84	19	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	844	0.3	xxxxx	7	3			
Sales negotiated through agents, brokers, and commission houses	1,309	0.4	xxxxx	14	1			

(*) - The plants in this classification are engaged primarily in making tin cans and other tinware, except stamped ware, other than cans. The Census of Manufactures reports a preliminary value of products for this industry of $292,388,000 in 1935.

(1) - Includes $2,564,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	113	$123,456(b)	$4,066	xxxxx	$1,870	xxxxx	$2,196	xxxxx	591	161	752
Pay roll only	10	22,247	84	0.6	84	0.6	xxxxx	xxxxx	24	12	36
Other expense only	19	10,947	255	3.2	xxxxx	xxxxx	255	3.2	xxxxx	xxxxx	xxxxx
Pay roll and other expense	84	90,262	3,727	4.3	1,786	2.1	1,941	2.2	567	149	716

(a) - Includes 385 full-time and part-time officers and employees, receiving $825,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $14,238,000 transferred to other plants in own organizations by 30 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

IRON AND STEEL AND THEIR PRODUCTS

Number of Plants
344

INDUSTRY (*) - Tools, Not Including Edge Tools, Machine Tools, Files, or Saws

Total Sales Reported
$54,033,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$54,033	100.0	xxxxx	344		xxxxx	532	
To own wholesale branches	894	1.7	1.8	9	1	6.0	35	5
To industrial and other large users	10,493	19.4	20.8	162	61	26.4	291	122
To wholesalers and jobbers	30,959	57.3	61.6	246	97	60.4	319	123
To own retail stores	--	--	--	--	--	(a)	--	--
To retailers (including chain stores)	7,802	14.4	15.5	120	16	7.2	155	27
To household consumers	146	0.3	0.3	20	1	(a)	--	--
Total Distributed Sales	50,294	93.1	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	1,464	2.7	xxxxx	18	--	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	2,275	4.2	xxxxx	38	4			
Sales negotiated through agents, brokers, and commission houses	7,232	13.4	xxxxx	81	8			

(a) - Sales to own retail stores were combined with sales to own wholesale branches to avoid disclosure of individual operations; and sales to household consumers were combined with sales to industrial users because of incomplete reports.

(*) - The plants in this classification are engaged primarily in making such hand tools as hammers, wrenches, pliers, screw drivers, etc.; hoes, rakes, shovels, and forks; picks and mattocks; levels; soldering irons; and a variety of special tools used by jewelers, plumbers, stonecutters, ironworkers, etc. The Census of Manufactures reports a preliminary value of products for this industry of $52,544,000 in 1935.

(1) - Includes $1,557,000 purchased merchandise sold without processing and $155,000 received for repair work performed at plants.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	245	$46,105(b)	$4,848	xxxxx	$2,033	xxxxx	$2,815	xxxxx	784	209	993
Pay roll only	17	1,937	144	7.5	144	7.5	xxxxx	xxxxx	42	20	62
Other expense only	86	9,960	649	7.3	xxxxx	xxxxx	649	7.3	xxxxx	xxxxx	xxxxx
Pay roll and other expense	142	34,208	4,055	12.0	1,889	5.6	2,166	6.4	742	189	931

(a) - Includes 388 full-time and part-time officers and employees, receiving $790,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $1,371,000 transferred to other plants in own organizations by 16 plants, excluded in computing percentages.

CENSUS OF BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

IRON AND STEEL AND THEIR PRODUCTS

Number of Plants
544

INDUSTRY (*)- Wirework, Not Elsewhere Classified

Total Sales Reported
$120,083,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$120,083	100.0	xxxxx	544		xxxxx		
To own wholesale branches	6,893	5.7	6.0	23	3			
To industrial and other large users	74,099	61.7	64.8	343	218			
To wholesalers and jobbers	23,867	19.9	20.9	234	96			
To own retail stores	(a)	--	--	--	--			
To retailers (including chain stores)	8,610	7.2	7.5	136	27			
To household consumers	868	0.7	0.8	45	4			
Total Distributed Sales	114,337	95.2	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	3,734	3.1	xxxxx	24	2	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	2,012	1.7	xxxxx	33	12			
Sales negotiated through agents, brokers, and commission houses	8,626	7.2	xxxxx	89	10			

(a) - Sales to own retail stores combined with sales to retailers to avoid disclosure of individual operations.

(*) - The plants in this classification are engaged primarily in making, from purchased wire, woven-wire fence, screen and wire cloth, wire rope and cable, tire chains, and a large group of products such as baskets, kitchen wire goods, and wire springs. (Plants which manufacture insulated wire from purchased plain wire, are classified in the "Electrical machinery, apparatus, and supplies" industry.) The Census of Manufactures reports a preliminary value of products for this industry of $117,568,000 in 1935.

(1) - Includes $3,089,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	405	$100,307(b)	$8,361	xxxxx	$3,888	xxxxx	$4,473	xxxxx	1,220	385	1,605
Pay roll only	38	11,444	309	2.8	309	2.8	xxxxx	xxxxx	127	46	173
Other expense only	108	7,372	501	6.8	xxxxx	xxxxx	501	6.8	xxxxx	xxxxx	xxxxx
Pay roll and other expense	259	81,491	7,551	9.4	3,579	4.5	3,972	4.9	1,093	339	1,432

(a) - Includes 734 full-time and part-time officers and employees, receiving $1,774,000, who were reported to the Census of Manufactures as engaged in production.

(b) -Includes $1,438,000 transferred to other plants in own organizations by 11 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NONFERROUS METALS AND THEIR PRODUCTS

Number of Plants
169

INDUSTRY (*)- Aluminum Products

Total Sales Reported
$109,380,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$109,380	100.0	xxxxx	169		xxxxx	150	
To own wholesale branches	(a)	--	--	--	--	(b)	--	--
To industrial and other large users	89,023	81.4	81.8	118	89	76.0	81	63
To wholesalers and jobbers	7,615	7.0	7.0	54	24	7.4	50	21
To own retail stores	--	--	--	--	--	--	--	--
To retailers (including chain stores)	11,917	10.9	11.0	41	11	15.0	38	9
To household consumers	251	0.2	0.2	8	2	1.6	14	3
Total Distributed Sales	108,806	99.5	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	(c)	--	xxxxx	--	--	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	574	0.5	xxxxx	7	1			
Sales negotiated through agents, brokers, and commission houses	5,918	5.4	xxxxx	21	2			

(a) - Sales to own wholesale branches combined with sales to industrial users to avoid disclosure of individual operations.

(b) - Sales to own wholesale branches were combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.

(c) - Transfers to other plants in own organizations combined with sales to industrial users to avoid disclosure of individual operations.

(*) - The plants in this classification are engaged primarily in making aluminum plates and sheets; motor-vehicle and other commercial castings; kitchen and household utensils and appliances (except electrical appliances); and other aluminum products not classified in other industries. The Census of Manufactures reports a preliminary value of products for this industry of $104,067,000 in 1935.

(1) - Includes $397,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	104	$43,393	$3,245	xxxxx	$1,546	xxxxx	$1,699	xxxxx	536	229	765
Pay roll only	6	389	36	9.3	36	9.3	xxxxx	xxxxx	11	--	11
Other expense only	32	2,071	170	8.2	xxxxx	xxxxx	170	8.2	xxxxx	xxxxx	xxxxx
Pay roll and other expense	66	40,933	3,039	7.4	1,510	3.7	1,529	3.7	525	229	754

(a) - Includes 175 full-time and part-time officers and employees, receiving $455,000, who were reported to the Census of Manufactures as engaged in production.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NOTES FOR TABLE ON PAGE 159

Collapsible Tubes

The plants in this classification are engaged primarily in making collapsible tubes, chiefly of tin, lead, and aluminum, for use as containers for tooth paste, shoe polish, shaving cream, etc. The Census of Manufactures reports a preliminary value of products for this industry of $8,505,000 in 1935.

Notes:

(a) - Includes $17,000 purchased merchandise sold without processing.

(b) - Sales to retailers combined with sales to wholesalers and jobbers, transfers to other plants in same organization and sales not allocated to usual channels combined with sales to industrial users, all to avoid disclosure of individual operations.

(c) - Includes 29 full-time and part-time officers and employees, receiving $100,000, who were reported to the Census of Manufactures as engaged in production.

Fire Extinguishers, Chemical

The plants in this classification are engaged primarily in making portable fire extinguishers, hose reels, and other apparatus (except motor-propelled apparatus which is classified in the "Motor-vehicle" industry), and appliances for fire extinguishing by means of chemicals; chemical preparations for use with such apparatus and appliances; hand grenades for fire extinguishing, etc. The Census of Manufactures reports a preliminary value of products for this industry of $5,343,000 in 1935.

Notes:

(a) - Includes $105,000 purchased merchandise sold without processing.

(b) - Sales to own wholesale branches combined with sales to wholesalers and jobbers, and sales to household consumers combined with sales to industrial users, both to avoid disclosure of individual operations.

(c) - Includes 47 full-time and part-time officers and employees, receiving $99,000, who were reported to the Census of Manufactures as engaged in production.

Gold Leaf and Foil

The plants in this classification are generally known as gold beaters and produce gold leaf both in packs and rolls. The Census of Manufactures reports a preliminary value of products for this industry of $1,783,000 in 1935.

Notes:

(a) - Includes $199,000 purchased merchandise sold without processing.

(b) - Sales to own wholesale branches, transfers to other plants in same organization and sales not allocated to usual channels combined with sales to industrial users to avoid disclosure of individual operations.

(c) - Includes 18 full-time and part-time officers and employees, receiving $36,000, who were reported to the Census of Manufactures as engaged in production.

Gold, Silver, and Platinum, Refining and Alloying

The plants in this classification are engaged primarily in refining and alloying gold, silver, and platinum for jewelers' and silversmiths' use. The materials used include old gold, silver, and platinum sweepings of factories engaged in the manufacture of jewelry, silverware, etc., clippings, and plated scrap, as well as purchased bullion. The Census of Manufactures reports a preliminary value of products for this industry of $78,018,000 in 1935.

Notes:

(a) - Includes $2,814,000 purchased merchandise sold without processing.

(b) - Sales not allocated to usual channels combined with sales to industrial users to avoid disclosure of individual operations.

(c) - Includes $425,000 transferred to other plants in own organizations by 2 plants, excluded in computing expense ratio.

(d) - Includes 77 full-time and part-time officers and employees, receiving $195,000, who were reported to the Census of Manufactures as engaged in production.

Jewelers' Findings and Materials

The plants in this classification are engaged primarily in making unassembled parts of jewelry (not including gems and stones), such as balls, beads, links, and pinstems; stock-shop products (sheet, wire, and tubing). The Census of Manufactures reports a preliminary value of products for this industry of $17,170,000 in 1935.

Notes:

(a) - Includes $391,000 purchased merchandise sold without processing.

(b) - Includes 47 full-time and part-time officers and employees, receiving $105,000, who were reported to the Census of Manufactures as engaged in production.

Needles, Pins, Hooks and Eyes, and Snap Fasteners

The plants in this classification are engaged primarily in making needles of all kinds, including sewing-machine needles, knitting-machine needles, and darning, canvas, and bag needles; pins--common or toilet pins, safety pins, and metal hairpins; hooks and eyes; and snap fasteners. (Pins made of precious metals are classified in the "Jewelry" industry. Hairpins made of materials other than metal are classified in the "Combs and hairpins, not made from metal or rubber" industry.) The Census of Manufactures reports a preliminary value of products for this industry of $32,830,000 in 1935.

Notes:

(a) - Includes $631,000 purchased merchandise sold without processing.

(b) - Sales to own wholesale branches combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.

(c) - Includes 270 full-time and part-time officers and employees, receiving $529,000, who were reported to the Census of Manufactures as engaged in production.

CENSUS OF
BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - NONFERROUS METALS AND THEIR PRODUCTS

(Values expressed in thousands of dollars)

Channels of Primary Distribution	Collapsible Tubes	Fire Extinguishers	Gold Leaf and Foil	Gold, Silver and Platinum Refining	Jewelers' Findings	Needles Pins, Etc.
Total Net Sales for Industry	(a) $8,492	(a) $6,319	(a) $1,870	(a) $77,669	(a) $13,691	(a) $33,348
Total Number of Plants	16	24	28	82	71	50
To own wholesale branches	--	(b)	(b)	$16,075	--	(b)
Percent of total sales	--			20.7	--	
Number of plants selling	--			7	--	
To industrial and other large users	$8,125	$3,775	$1,433	$51,847	$10,823	$24,569
Percent of total sales	95.7	59.7	76.6	66.8	79.1	73.7
Number of plants selling	16	18	18	59	52	35
To wholesalers and jobbers	$367	$2,172	$362	$8,581	$2,400	$6,134
Percent of total sales	4.3	34.4	19.4	11.0	17.5	18.4
Number of plants selling	4	14	12	19	28	26
To own retail stores	--	--	--	--	--	--
Percent of total sales	--	--	--	--	--	--
Number of plants selling	--	--	--	--	--	--
To retailers (including chain stores)	(b)	$81	$75	$616	$421	$946
Percent of total sales		1.3	4.0	0.8	3.1	2.8
Number of plants selling		6	10	10	8	15
To household consumers	--	(b)	--	--	--	--
Percent of total sales	--		--	--	--	--
Number of plants selling	--		--	--	--	--
Total Distributed Sales	$8,492	$6,028	$1,870	$77,119	$13,644	$31,649
Transfer to other plants in same organization	(b)	--	(b)	$550	--	--
Percent of total sales		--		0.7	--	--
Number of plants selling		--		3	--	--
Sales not allocated to usual channels	(b)	$291	(b)	(b)	$47	$1,699
Percent of total sales		4.6			0.3	5.1
Number of plants		6			4	7
Sales negotiated through agents, brokers, and commission houses: (Incl. above)	$1,397	$161	--	$291	$1,073	$520
Percent of total sales	16.5	2.5	--	0.4	7.8	1.6
Number of plants using	6	5	--	6	7	9
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	10	12	8	37	28	30
Total net sales	$5,910	$5,864	$1,574	(c) $41,026	$9,435	$29,256
Total expenses	$201	$1,351	$229	$1,453	$472	$2,744
Percent of net sales	3.4	23.0	14.5	3.5	5.0	9.4
Pay roll	$109	$296	$126	$766	$266	$855
Other expenses	$92	$1,055	$103	$687	$206	$1,889
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	15	18	16	51	48	39
Total employees	42	169	61	324	138	412
Male	31	101	42	259	106	246
Female	11	68	19	65	32	166
Total pay roll	(c) $132	(c) $303	(c) $138	(d) $795	(b) $332	(c) $913

FOR COMPARISON	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Percent of Distributed Sales to:						No comparable information		No comparable information		No comparable information		No comparable information
Own wholesale branches	--	--	--	--	--		20.8		--		--	
Industrial users	95.7	100.0	62.7	51.0	76.6		67.3		79.3		77.6	
Wholesalers and jobbers	4.3	--	36.0	49.0	19.4		11.1		17.6		19.4	
Own retail stores	--	--	--	--	--		--		--		--	
Retailers	--	--	1.3	--	4.0		0.8		3.1		3.0	
Household consumers	--	--	--	--	--		--		--		--	

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NONFERROUS METALS AND THEIR PRODUCTS

Number of Plants
77

INDUSTRY (*)- Clocks, Watches, Time-Recording Devices, and Materials and Parts Except Watchcases

Total Sales Reported
$64,071,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$64,071	100.0	xxxxx	77		xxxxx	121	
To own wholesale branches	5,211	8.1	9.9	4	1	17.8	16	5
To industrial and other large users	6,798	10.6	12.9	39	14	14.5	53	28
To wholesalers and jobbers	31,350	48.9	59.8	39	11	61.9	62	31
To own retail stores	--	--	--	--	--	--	--	--
To retailers (including chain stores)	8,838	13.8	16.8	28	7	5.8	36	14
To household consumers	330	0.5	0.6	8	2	--	--	--
Total Distributed Sales	52,527	81.9	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	8,370	13.1	xxxxx	5	3	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	3,174	5.0	xxxxx	15	2			
Sales negotiated through agents, brokers, and commission houses	1,614	2.5	xxxxx	11	1			

(*) - The plants in this classification are engaged primarily in making clocks, watches and other devices operated by clockwork, such as time-recording instruments and stamps, time switches and locks, etc.; and of clock and watch parts and materials (not including watchcases). The Census of Manufactures reports a preliminary value of products for this industry of $61,204,000 in 1935.

(1) - Includes $384,000 purchased merchandise sold without processing and $675,000 received for repair work performed at plants.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	57	$52,657(b)	$5,088	xxxxx	$1,576	xxxxx	$3,512	xxxxx	435	343	778
Pay roll only	4	459	22	4.9	22	4.9	xxxxx	xxxxx	9	1	10
Other expense only	12	494	29	8.9	xxxxx	xxxxx	29	8.9	xxxxx	xxxxx	xxxxx
Pay roll and other expense	41	51,704	5,037	9.7	1,554	3.0	3,483	6.7	426	342	768

(a) - Includes 405 full-time and part-time officers and employees, receiving $721,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $177,000 transferred to other plants in own organizations by 2 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NONFERROUS METALS AND THEIR PRODUCTS

Number of Plants
971 (1)

INDUSTRY (*)-Jewelry

Total Sales Reported
$73,611,000 (2)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935 Amount of Net Sales (add 000)	1935 Percent Total Net Sales	1935 Percent Distributed Sales	1935 Number of Plants Total	1935 Number of Plants Selling Exclusively	1929 Percent Distributed Sales	1929 Number of Plants Total	1929 Number of Plants Selling Exclusively
Total for Industry	$73,611	100.0	xxxxx	971		xxxxx	1,345	
To own wholesale branches	3,353	4.6	4.6	12	7	3.5	34	22
To industrial and other large users	6,795	9.2	9.4	108	58	10.2	124	62
To wholesalers and jobbers	27,070	36.8	37.4	448	275	41.3	619	366
To own retail stores	1,153	1.6	1.6	23	13	2.0	40	25
To retailers (including chain stores)	29,792	40.4	41.1	523	312	37.1	662	353
To household consumers	4,274	5.8	5.9	102	43	5.9	198	74
Total Distributed Sales	72,437	98.4	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	(a)	--	xxxxx	--	--	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	1,174	1.6	xxxxx	32	24			
Sales negotiated through agents, brokers, and commission houses	5,819	7.9	xxxxx	68	11			

(a) - Interplant transfers combined with sales to industrial users to avoid disclosure of individual operations.

(*) - This industry includes establishments engaged primarily in making articles of gold, silver, platinum, gold-filled metal, rolled-gold plate or other metals, plain, engraved or chased, and with or without precious or semi-precious stones; chiefly for personal adornment, but also including related articles such as cigarette cases and lighters, compacts, vanity cases, etc. (Gem cutting is classified as "Lapidary work".) The Census of Manufactures reports a preliminary value of products for this industry of $70,917,000 in 1935.

(1) - In addition, there were 47 plants in this industry which made no sales, but which received $570,000 for their services in processing materials owned by others.

(2) - Includes $1,214,000 purchased merchandise sold without processing and $1,539,000 received for repair work performed at plants and services performed in processing materials owned by others.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense Amount (add 000)	Total Reported Sales Expense Percent of Net Sales	Pay Roll Amount (add 000)	Pay Roll Percent of Net Sales	Other Expense Amount (add 000)	Other Expense Percent of Net Sales	Employees (a) Male	Employees (a) Female	Employees (a) Total
Total Reported	702	$59,799	$8,583	xxxxx	$4,255	xxxxx	$4,328	xxxxx	1,696	624	2,320
Pay roll only	71	3,567	348	9.7	348	9.7	xxxxx	xxxxx	189	27	216
Other expense only	238	12,634	1,161	9.2	xxxxx	xxxxx	1,161	9.2	xxxxx	xxxxx	xxxxx
Pay roll and other expense	393	43,598	7,074	16.2	3,907	8.9	3,167	7.3	1,507	597	2,104

(a) - Includes 724 full-time and part-time officers and employees, receiving $1,494,000, who were reported to the Census of Manufactures as engaged in production.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NONFERROUS METALS AND THEIR PRODUCTS

Number of Plants
501

INDUSTRY (*) - Lighting Equipment

Total Sales Reported
$85,341,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$85,341	100.0	xxxxx	501		xxxxx	614	
To own wholesale branches	2,164	2.5	2.6	12	7	4.4	27	10
To industrial and other large users	32,380	37.9	39.2	145	50	32.2	302	70
To wholesalers and jobbers	28,037	32.9	33.9	246	119	39.7	281	129
To own retail stores	588	0.7	0.7	9	3	0.9	19	13
To retailers (including chain stores)	18,226	21.4	22.0	250	129	16.4	241	97
To household consumers	1,351	1.6	1.6	61	12	6.4	224	56
Total Distributed Sales	82,746	97.0	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	(a)	--	xxxxx	--	--	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	2,595	3.0	xxxxx	27	12			
Sales negotiated through agents, brokers, and commission houses	6,311	7.4	xxxxx	74	13			

(a) - Transfers to other plants in own organizations combined with sales to industrial and other large users to avoid disclosure of individual operations.

(*) - The plants in this classification are engaged primarily in manufacturing, or in assembling from purchased parts, equipment for residential, commercial, and industrial lighting, including all types of lamps and headlights for motor vehicles, locomotives, etc; searchlights, spotlights, and flood lights; lamps and lanterns. (The manufacture of incandescent electric lamps (bulbs) is classified in the "Electrical machinery, apparatus and supplies" industry.) The Census of Manufactures reports a preliminary value of products for this industry of $85,700,000 in 1935.

(1) - Includes $1,752,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	396	$72,344	$9,280	xxxxx	$4,125	xxxxx	$5,155	xxxxx	1,767	431	2,198
Pay roll only	32	2,687	281	10.5	281	10.5	xxxxx	xxxxx	153	61	214
Other expense only	104	6,600	997	15.1	xxxxx	xxxxx	997	15.1	xxxxx	xxxxx	xxxxx
Pay roll and other expense	260	63,057	8,002	12.7	3,844	6.1	4,158	6.6	1,614	370	1,984

(a) - Includes 685 full-time and part-time officers and employees, receiving $1,520,000, who were reported to the Census of Manufactures as engaged in production.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NONFERROUS METALS AND THEIR PRODUCTS

Number of Plants
1,101 (1)

INDUSTRY (*)- Nonferrous-metal Alloys; Nonferrous-metal Products, Excepting Aluminum, Not Elsewhere Classified

Total Sales Reported
$400,168,000 (2)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$400,168	100.0	xxxxx	1,101		xxxxx	1,204	
To own wholesale branches	37,034	9.3	10.1	38	17	6.5	62	8
To industrial and other large users	278,286	69.5	75.8	885	663	70.4	875	631
To wholesalers and jobbers	47,153	11.8	12.9	321	118	23.1	462	266
To own retail stores	--	--	--	--	--	--	--	--
To retailers (including chain stores)	3,944	1.0	1.1	115	33	(a)	--	--
To household consumers	405	0.1	0.1	22	5	--	--	--
Total Distributed Sales	366,822	91.7	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	28,383	7.1	xxxxx	49	10	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	4,963	1.2	xxxxx	36	1			
Sales negotiated through agents, brokers, and commission houses	26,981	6.7	xxxxx	101	3			

(a) - Sales to retailers were combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.

(*) - The plants in this classification are engaged primarily in making lead, bar, pipe, and sheet; anti-friction-bearing metals; type metal; solders; bars and rods of brass, bronze, and other nonferrous alloys; plates, sheets, rods, tubing, castings, and machinery fittings, and various finished products. The Census of Manufactures reports a preliminary value of products for this industry of $393,227,000 in 1935.

(1) - There were also 7 plants which made no sales but received $720,000 for processing materials owned by others.

(2) - Includes $12,729,000 purchased merchandise sold without processing and $3,978,000 received for repair work performed at plants and for processing materials owned by others.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	710	$307,588(b)	$14,966	xxxxx	$7,808	xxxxx	$7,158	xxxxx	2,474	602	3,076
Pay roll only	73	46,665	895	2.0	895	2.0	xxxxx	xxxxx	365	113	478
Other expense only	242	63,871	1,231	2.0	xxxxx	xxxxx	1,231	2.0	xxxxx	xxxxx	xxxxx
Pay roll and other expense	395	197,052	12,840	6.8	6,913	3.7	5,927	3.1	2,109	489	2,598

(a) - Includes 1,516 full-time and part-time officers and employees, receiving $3,140,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $11,913,000 transferred to other plants in own organizations by 32 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NONFERROUS METALS AND THEIR PRODUCTS

Number of Plants
1,339 (1)

INDUSTRY (*)- Sheet-metal Work, Not Specifically Classified

Total Sales Reported
$117,190,000 (2)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$117,190	100.0	xxxxx	1,339		xxxxx		
To own wholesale branches	13,099	11.2	11.5	19	8			
To industrial and other large users	52,103	44.4	45.7	846	523			
To wholesalers and jobbers	22,262	19.0	19.5	398	114			
To own retail stores	288	0.3	0.3	12	10			
To retailers (including chain stores)	19,297	16.5	16.9	357	86			
To household consumers	6,927	5.9	6.1	324	119			
Total Distributed Sales	113,976	97.3	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	1,690	1.4	xxxxx	17	6	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	1,524	1.3	xxxxx	40	18			
Sales negotiated through agents, brokers, and commission houses	6,355	5.4	xxxxx	136	13			

(*) - The plants in this classification are engaged primarily in making sheet-metal work for buildings; sheet-metal products such as stovepipe, smokestacks, tanks and bins, furnace casings, and other articles of the kind, made of material lighter than that used in boiler shops. The Census of Manufactures reports a preliminary value of products for this industry of $109,565,000 in 1935.

(1) - There were also 16 plants which made no sales but received $424,000 for processing materials owned by others.

(2) - Includes $7,829,000 purchased merchandise sold without processing and $1,364,000 received for repair work performed at plants and processing materials owned by others.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	918	$91,601(b)	$12,341	xxxxx	$6,435	xxxxx	$5,906	xxxxx	2,785	469	3,254
Pay roll only	92	9,488	853	9.0	853	9.0	xxxxx	xxxxx	372	60	432
Other expense only	299	13,287	879	6.6	xxxxx	xxxxx	879	6.6	xxxxx	xxxxx	xxxxx
Pay roll and other expense	527	68,826	10,609	15.7	5,582	8.3	5,027	7.4	2,413	409	2,822

(a) - Includes 1,320 full-time and part-time officers and employees, receiving $2,730,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $1,360,000 transferred to other plants in own organizations by 12 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NONFERROUS METALS AND THEIR PRODUCTS

Number of Plants
142

INDUSTRY (*)- Silverware and Plated Ware

Total Sales Reported
$44,145,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$44,145	100.0	xxxxx	142		xxxxx		
To own wholesale branches	13,015	29.5	36.6	10	4			
To industrial and other large users	978	2.2	2.7	19	5			
To wholesalers and jobbers	6,055	13.7	17.0	56	24			
To own retail stores	947	2.1	2.7	6	1			
To retailers (including chain stores)	14,450	32.8	40.6	96	54			
To household consumers	141	0.3	0.4	16	--			
Total Distributed Sales	35,586	80.6	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	8,264	18.7	xxxxx	7	5	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	295	0.7	xxxxx	5	2			
Sales negotiated through agents, brokers, and commission houses	8,752	19.8	xxxxx	20	5			

(*) - The plants in this classification are engaged primarily in making hollow ware and flatware, toilet articles, ornaments, novelties, etc. of solid silver, of metal plated with silver, gold, or other metal, of nickel-silver, or of pewter. The Census of Manufactures reports a preliminary value of products for this industry of $43,372,000 in 1935.

(1) - Includes $773,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	100	$21,896(b)	$2,996	xxxxx	$1,457	xxxxx	$1,539	xxxxx	428	161	589
Pay roll only	8	334	33	9.8	33	9.8	xxxxx	xxxxx	30	2	32
Other expense only	28	1,389	72	5.2	xxxxx	xxxxx	72	5.2	xxxxx	xxxxx	xxxxx
Pay roll and other expense	64	20,173	2,891	14.4	1,424	7.1	1,467	7.3	398	159	557

(a) - Includes 250 full-time and part-time officers and employees, receiving $416,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $39,000 transferred to other plants in own organization by 1 plant, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NOTES FOR TABLE ON PAGE 167

Smelting and Refining, Copper

The Census of Manufactures reports a preliminary value of products for this industry of $348,257,000 in 1935.

Notes:

(a) - Includes $307,000 purchased merchandise sold without processing.
(b) - Sales to own wholesale branches, sales to wholesalers and jobbers, sales not allocated to usual channels, and transfers to other plants in same organization combined with sales to industrial users, all to avoid disclosure of individual operations.

Smelting and Refining, Lead

The Census of Manufactures reports a preliminary value of products for this industry of $137,219,000 in 1935.

Notes:

(a) - Includes $246,000 purchased merchandise sold without processing.
(b) - Sales to wholesalers and jobbers, sales to retailers, and transfers to other plants in same organization combined with sales to industrial users, all to avoid disclosure of individual operations.
(c) - Sales negotiated through agents, brokers, and commission houses omitted to avoid disclosure of individual operations.
(d) - Includes 11 full-time and part-time officers and employees, receiving $4,000, who were reported to the Census of Manufactures as engaged in production.

Smelting and Refining, Nonferrous Metals Other Than Gold, Silver, and Platinum, Not From the Ore

The plants in this classification are engaged primarily in the recovery of copper, lead, zinc, nickel, aluminum, and alloys thereof from scrap and dross. The Census of Manufactures reports a preliminary value of products for this industry of $62,623,000 in 1935.

Notes:

(a) - Includes $7,240,000 purchased merchandise sold without processing.
(b) - Includes $2,231,000 transferred to other plants in own organizations by 4 plants, excluded in computing expense ratio.
(c) - Includes 139 full-time and part-time officers and employees, receiving $372,000, who were reported to the Census of Manufactures as engaged in production.

Smelting and Refining, Zinc

The Census of Manufactures reports a preliminary value of products for this industry of $69,151,000 in 1935.

Notes:

(a) - Includes $1,915,000 purchased merchandise sold without processing and $339,000 received for processing materials owned by others.
(b) - Transfers to other plants in same organization combined with sales to industrial users to avoid disclosure of individual operations.
(c) - Includes 25 full-time and part-time officers and employees, receiving $61,000, who were reported to the Census of Manufactures as engaged in production.

Tin and Other Foils, Not Including Gold Foil

The plants in this classification are engaged primarily in making tin, lead, aluminum, and composition foils. The Census of Manufactures reports a preliminary value of products for this industry of $14,533,000 in 1935.

Notes:

(a) - Includes $100,000 purchased merchandise sold without processing.
(b) - Sales to own wholesale branches and transfers to other plants in same organization combined to avoid disclosure of individual operations.
(c) - Sales negotiated through agents, brokers, and commission houses omitted to avoid disclosure of individual operations.
(d) - Includes 19 full-time and part-time officers and employees, receiving $41,000, who were reported to the Census of Manufactures as engaged in production.

Watchcases

The Census of Manufactures reports a preliminary value of products for this industry of $6,983,000 in 1935.

Notes:

(a) - Includes $20,000 purchased merchandise sold without processing and $66,000 received for repair work performed at plants and the processing of materials owned by others.
(b) - Sales negotiated through agents, brokers, and commission houses not shown to avoid disclosure of individual operations.
(c) - Includes 47 full-time and part-time officers and employees, receiving $98,000, who were reported to the Census of Manufactures as engaged in production.

CENSUS OF BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - NONFERROUS METALS AND THEIR PRODUCTS

(Values expressed in thousands of dollars)

Channels of Primary Distribution	Smelting and Refining, Copper	Smelting and Refining, Lead	Smelting and Refining, (Not from ore)	Smelting and Refining, Zinc	Tin and Other Foils	Watchcases
Total Net Sales for Industry	(a) $303,083	(a) $133,325	(a) $66,257	(a) $66,532	(a) $15,737	(a) $6,861
Total Number of Plants	20	20	83	23	11	29
To own wholesale branches	(b)	$16,599	$10,673	$35,453	(b)	--
Percent of total sales		12.5	16.1	53.3		--
Number of plants selling		4	8	11		--
To industrial and other large users	$303,083	$116,726	$44,100	$28,708	$15,737	$2,284
Percent of total sales	100.0	87.5	66.6	43.1	100.0	33.3
Number of plants selling	20	19	66	19	11	10
To wholesalers and jobbers	(b)	(b)	$8,758	$2,371	--	$3,201
Percent of total sales			13.2	3.6	--	46.6
Number of plants selling			25	5	--	21
To own retail stores	--	--	--	--	--	--
Percent of total sales	--	--	--	--	--	--
Number of plants selling	--	--	--	--	--	--
To retailers (including chain stores)	--	(b)	$73	--	--	$1,376
Percent of total sales	--		0.1	--	--	20.1
Number of plants selling	--		3	--	--	6
To household consumers	--	--	--	--	--	--
Percent of total sales	--	--	--	--	--	--
Number of plants selling	--	--	--	--	--	--
Total Distributed Sales	$303,083	$133,325	$63,604	$66,532	$15,737	$6,861
Transfer to other plants in same organization	(b)	(b)	$2,378	(b)	(b)	--
Percent of total sales			3.6			--
Number of plants selling			6			--
Sales not allocated to usual channels	(b)	--	$275	--	--	--
Percent of total sales		--	0.4	--	--	--
Number of plants		--	4	--	--	--
Sales negotiated through agents, brokers, and commission houses: (Incl. above)	$1,785	(c)	$3,516	$1,511	(c)	(b)
Percent of total sales	0.6		5.3	2.3		
Number of plants using	3		16	4		
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	1	3	40	5	4	15
Total net sales	$1,483	$197	(b) $41,753	$9,512	$3,094	$5,686
Total expenses	$13	$16	$1,480	$376	$107	$449
Percent of net sales	0.9	8.3	3.7	4.0	3.5	7.9
Pay roll	$6	$3	$769	$193	$75	$242
Other expenses	$7	$13	$711	$183	$32	$207
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	3	7	62	9	4	21
Total employees	3	16	251	72	40	134
Male	2	14	212	54	15	100
Female	1	2	39	18	25	34
Total pay roll	$6	(d) $6	(c) $799	(c) $193	(d) $75	(c) $249

FOR COMPARISON	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Percent of Distributed Sales to:		No Comparable Information		No Comparable Information		No Comparable Information		No Comparable Information		No Comparable Information		No Comparable Information
Own wholesale branches	--		12.5		16.8		53.3		--		--	
Industrial users	100.0		87.5		69.3		43.1		100.0		33.3	
Wholesalers and jobbers	--		--		13.8		3.6		--		46.6	
Own retail stores	--		--		--		--		--		--	
Retailers	--		--		0.1		--		--		20.1	
Household consumers	--		--		--		--		--		--	

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

MACHINERY

Number of Plants
238

INDUSTRY (*) - Agricultural Implements

Total Sales Reported
$289,137,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935 Amount of Net Sales (add 000)	1935 Percent Total Net Sales	1935 Percent Distributed Sales	1935 Number of Plants: Total	1935 Number of Plants: Selling Exclusively	1929 Percent Distributed Sales	1929 Number of Plants: Total	1929 Number of Plants: Selling Exclusively
Total for Industry	$289,137	100.0	xxxxx	238		xxxxx		
To own wholesale branches	192,316	66.6	68.4	50	19			
To industrial and other large users	12,030	4.2	4.3	51	8			
To wholesalers and jobbers	56,477	19.5	20.1	134	29			
To own retail stores	4,146	1.4	1.5	4	3			
To retailers (including chain stores)	13,775	4.8	4.9	120	29			
To household consumers	2,371	0.8	0.8	61	13			
Total Distributed Sales	281,115	97.3	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	4,190	1.4	xxxxx	8	1	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	3,832	1.3	xxxxx	33	4			
Sales negotiated through agents, brokers, and commission houses	3,776	1.3	xxxxx	49	5			

(*) - The plants in this classification are engaged primarily in making complete tractors; and machines, usually operated by horse or other power, for plowing, harrowing, planting, cultivating, harvesting, threshing, and other operations and processes pertaining to agriculture. The Census of Manufactures reports a preliminary value of products for this industry of $291,254,000 in 1935.

(1) - Includes $4,385,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense: Amount (add 000)	Total Reported Sales Expense: Percent of Net Sales	Pay Roll: Amount (add 000)	Pay Roll: Percent of Net Sales	Other Expense: Amount (add 000)	Other Expense: Percent of Net Sales	Employees (a): Male	Employees (a): Female	Employees (a): Total
Total Reported	161	$151,622(b)	$9,670	xxxxx	$4,318	xxxxx	$5,352	xxxxx	1,445	560	2,005
Pay roll only	16	14,981	613	4.1	613	4.1	xxxxx	xxxxx	62	12	74
Other expense only	27	1,954	215	11.0	xxxxx	xxxxx	215	11.0	xxxxx	xxxxx	xxxxx
Pay roll and other expense	118	134,687	8,842	6.6	3,705	2.8	5,137	3.8	1,383	548	1,931

(a) - Includes 424 full-time and part-time officers and employees, receiving $688,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $799,000 transferred to other plants in own organizations by 5 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

MACHINERY

Number of Plants
95

INDUSTRY (*)- Cash Registers, Adding and Calculating Machines, and Other Business Machines Except Typewriters

Total Sales Reported
$86,878,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935 Amount of Net Sales (add 000)	1935 Percent Total Net Sales	1935 Percent Distributed Sales	1935 Number of Plants: Total	1935 Number of Plants: Selling Exclusively	1929 Percent Distributed Sales	1929 Number of Plants: Total	1929 Number of Plants: Selling Exclusively
Total for Industry	$86,878	100.0	xxxxx	95		xxxxx		
To own wholesale branches	40,147	46.3	52.6	8	5			
To industrial and other large users	15,721	18.1	20.6	57	31			
To wholesalers and jobbers	7,812	9.0	10.2	31	12			
To own retail stores	5,237	6.0	6.9	6	2			
To retailers (including chain stores)	7,394	8.5	9.7	25	6			
To household consumers	11	(a)	(a)	3	--			
Total Distributed Sales	76,322	87.9	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	1,075	1.2	xxxxx	8	5	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	9,481	10.9	xxxxx	11	1			
Sales negotiated through agents, brokers, and commission houses	3,583	4.1	xxxxx	21	4			

(a) - Less than 1/10 of 1%.

(*) - The plants in this classification are engaged primarily in making cash registers; adding and calculating machines; fare registers and fare boxes; taxicab meters; slide rules; change-making machines; coin-counting, ticket-counting, and other counting machines; voting machines; and card-punching, card-sorting, and card-tabulating machines. The Census of Manufactures reports a preliminary value of products for this industry of $94,739,000 in 1935. The difference between sales and production is largely accounted for by the fact that the latter figure includes business machines made for leasing, not for sale.

(1) - Includes $2,890,000 purchased merchandise sold without processing, and $464,000 received for repair work performed at plants.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense: Amount (add 000)	Total Reported Sales Expense: Percent of Net Sales	Pay Roll: Amount (add 000)	Pay Roll: Percent of Net Sales	Other Expense: Amount (add 000)	Other Expense: Percent of Net Sales	Employees (a): Male	Employees (a): Female	Employees (a): Total
Total Reported	57	$73,395(b)	$18,482	xxxxx	$4,494	xxxxx	$13,988	xxxxx	1,195	523	1,718
Pay roll only	5	1,295	51	3.9	51	3.9	xxxxx	xxxxx	22	58	80
Other expense only	10	7,238	1,728	24.0	xxxxx	xxxxx	1,728	24.0	xxxxx	xxxxx	xxxxx
Pay roll and other expense	42	64,862	16,703	25.8	4,443	6.9	12,260	18.9	1,173	465	1,638

(a) - Includes 626 full-time and part-time officers and employees, receiving $1,340,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $79,000 transferred to other plants in own organizations by 2 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

MACHINERY

Number of Plants
128

INDUSTRY (*) - Cranes and Dredging, Excavating and Road-Building Machinery

Total Sales Reported,
$68,968,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$68,968	100.0	xxxxx	128		xxxxx		
To own wholesale branches	11,935	17.3	17.9	12	2			
To industrial and other large users	45,713	66.3	68.5	113	62			
To wholesalers and jobbers	7,937	11.5	11.9	42	6			
To own retail stores	--	--	--	--	--			
To retailers (including chain stores)	1,117	1.6	1.7	18	2			
To household consumers	10	(a)	(a)	4	--			
Total Distributed Sales	66,712	96.7	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	752	1.1	xxxxx	6	--	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	1,504	2.2	xxxxx	15	1			
Sales negotiated through agents, brokers, and commission houses	11,290	16.4	xxxxx	50	5			

(a) - Less than 1/10 of 1%.

(*) - The plants in this classification are engaged primarily in making cranes and heavy machinery for use in dredging, excavating and road building. (The classification does not cover mining and well-drilling machinery.) The Census of Manufactures reports a preliminary value of products for this industry of $62,860,000 in 1935.

(1) - Includes $4,251,000 purchased merchandise sold without processing and $1,139,000 received for repair work performed at plants.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	102	$55,768(b)	$6,934	xxxxx	$1,896	xxxxx	$5,038	xxxxx	708	157	865
Pay roll only	4	470	29	6.2	29	6.2	xxxxx	xxxxx	11	--	11
Other expense only	20	8,636	1,220	15.2	xxxxx	xxxxx	1,220	15.2	xxxxx	xxxxx	xxxxx
Pay roll and other expense	78	46,662	5,685	12.2	1,867	4.0	3,818	8.2	697	157	854

(a) - Includes 382 full-time and part-time officers and employees, receiving $826,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $650,000 transferred to other plants in own organizations by 4 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

MACHINERY

Number of Plants
1,408 (1)

INDUSTRY (*)- Electrical Machinery, Apparatus, and Supplies

Total Sales Reported
$1,084,266,000 (2)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$1,084,266	100.0	xxxxx	1,408		xxxxx	1,774	
To own wholesale branches	203,832	18.8	28.2	117	60	20.8	216	73
To industrial and other large users	254,973	23.5	35.4	754	297	38.6	857	381
To wholesalers and jobbers	204,419	18.8	28.3	788	259	31.4	963	370
To own retail stores	4,953	0.5	0.7	16	7	3.0	49	—
To retailers (including chain stores)	49,648	4.6	6.9	362	80	5.9	517	94
To household consumers	3,801	0.4	0.5	73	10	0.3	212	46
Total Distributed Sales	721,626	66.6	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	337,071	31.0	xxxxx	97	46	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	25,569	2.4	xxxxx	172	13			
Sales negotiated through agents, brokers, and commission houses	66,482	6.1	xxxxx	370	43			

(*) - The plants in this classification are engaged primarily in making all classes of machinery, apparatus, and supplies for employment directly in the generation, storage, transmission, transformation, or utilization of electric energy. Products include electric locomotives, dynamos, motors, batteries, transformers, switchboards, panel boards, cut-out cabinets, carbons, arc and incandescent lamps, projectors and focusing lamps, sockets, transmitters, receivers, lightning arresters, rheostats and resistances, electric welding apparatus, electric therapeutic apparatus, switches, signals, telegraph and telephone apparatus, fire-alarm apparatus, miscellaneous electric household appliances, etc. The Census of Manufactures reports a preliminary value of products for this industry of $960,430,000 in 1935.

(1) - There were also 17 plants which made no sales but received $1,332,000 for repair work performed.

(2) - Includes $28,221,000 purchased merchandise sold without processing and $14,663,000 received for repair work performed at plants.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	1,051	(b)$720,379	$67,578	xxxxx	$27,939	xxxxx	$39,639	xxxxx	9,538	4,387	13,925
Pay roll only	75	32,318	1,698	5.3	1,698	5.3	xxxxx	xxxxx	925	985	1,910
Other expense only	257	41,548	3,085	8.9	xxxxx	xxxxx	3,085	8.9	xxxxx	xxxxx	xxxxx
Pay roll and other expense	719	646,513	62,795	10.6	26,241	4.4	36,554	6.2	8,613	3,402	12,015

(a) - Includes 5,761 full-time and part-time officers and employees, receiving $9,237,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $63,338,000 transferred to other plants in own organizations by 45 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NOTES FOR TABLE ON PAGE 173

Boiler Shops

The plants in this classification are engaged primarily in making boilers, smokestacks, heavy tanks, and similar boiler shop products. The Census of Manufactures reports a preliminary value of products for this industry of $73,170,000 in 1935.

Notes:

(a) - Includes $1,333,000 purchased merchandise sold without processing and $3,264,000 received for repair work performed at plants.
(b) - Includes $1,388,000 transferred to other plants in own organizations by 5 plants, excluded in computing expense ratio.
(c) - Includes 553 full-time and part-time officers and employees, receiving $1,031,000, who were reported to the Census of Manufactures as engaged in production.

Elevators and Elevator Equipment

The plants in this classification are engaged primarily in making passenger and freight elevators and the equipment (except power plants) necessary for operating them; dumb waiters and similar devices.

Notes:

(a) - Includes $747,000 purchased merchandise sold without processing and $1,915,000 received for repair work performed at plants.
(b) - There were also 11 plants which made no sales but received $252,000 for repair work performed.
(c) - Transfers to other plants in same organization combined with industrial users, and sales not allocated to usual channels combined with sales to wholesalers and jobbers, both to avoid disclosure of individual operations.
(d) - Includes 144 full-time and part-time officers and employees, receiving $226,000, who were reported to the Census of Manufactures as engaged in production.

Engines, Turbines, and Windmills

The plants in this classification are engaged primarily in making steam engines (other than locomotives) and turbines; internal-combustion engines of all kinds; water turbines and water wheels; and windmills. (Engines made for installation as parts of complete motor vehicles or other machines manufactured in the same establishments are not treated as products of this industry.) The Census of Manufactures reports a preliminary value of products for this industry of $99,996,000 in 1935.

Notes:

(a) - Includes $3,579,000 purchased merchandise sold without processing and $2,888,000 received for repair work performed at plants.
(b) - Includes $1,402,000 transferred to other plants in own organizations by 7 plants, excluded in computing expense ratio.
(c) - Includes 729 full-time and part-time officers and employees, receiving $1,428,000, who were reported to the Census of Manufactures as engaged in production.

Food Slicers, Choppers, Grinders, etc., and Related Devices

The plants in this classification are engaged primarily in making self-contained units for slicing, chopping, and grinding food; for roasting coffee, peanuts, etc.; for packaging; and for similar operations.

Notes:

(a) - Includes $43,000 purchased merchandise sold without processing and $62,000 received for repair work performed at plants.
(b) - Includes 54 full-time and part-time officers and employees, receiving $131,000, who were reported to the Census of Manufactures as engaged in production.

Machine Shops

The plants in this classification are engaged primarily in machining castings and making gears and other parts of machines, often for repair or replacement on individual order. The Census of Manufactures reports a preliminary value of products for this industry of $418,054,000 in 1935.

Notes:

(a) - Includes $10,392,000 purchased merchandise sold without processing and $5,438,000 received for repair work performed at plants and processing materials owned by others.
(b) - There were also 974 plants which made no sales but received $22,645,000 for repair work and processing materials owned by others.
(c) - Includes $4,214,000 transferred to other plants in own organizations by 30 plants, excluded in computing expense ratio.
(d) - Includes 2,537 full-time and part-time officers and employees, receiving $6,129,000, who were reported to the Census of Manufactures as engaged in production.

Machine-Tool Accessories and Machinists' Precision Tools

The plants in this classification are engaged primarily in making attachments, fixtures, and small tools (chucks, jigs, cutters, drills, reamers, taps, etc.) for use chiefly with machine tools; precision measuring tools (micrometers, verniers, and gauges). The Census of Manufactures reports a preliminary value of products for this industry of $96,838,000 in 1935.

Notes:

(a) - Includes $1,091,000 purchased merchandise sold without processing and $1,080,000 received for repair work performed at plants.
(b) - There were also 7 plants which made no sales but received $138,000 for repair work performed.
(c) - Includes $513,000 transferred to other plants in own organizations by 4 plants, excluded in computing expense ratio.
(d) - Includes 735 full-time and part-time officers and employees, receiving $1,931,000, who were reported to the Census of Manufactures as engaged in production.
(e) - In 1929, sales to own retail stores were combined with sales to own wholesale branches, and sales to retailers were combined with sales to wholesalers and jobbers because of incomplete reports.

CENSUS OF BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - MACHINERY

(Values expressed in thousands of dollars)

Channels of Primary Distribution	Boiler Shops	Elevators and Elevator Equipment	Engines, Turbines, Etc.	Food Slicers, Choppers, Grinders, Etc.	Machine Shops	Machine-Tool Accessories
Total Net Sales for Industry	(a) $73,956	(a) $15,511	(a) $101,625	(a) $6,065	(a) $393,753	(a) $99,523
Total Number of Plants	409	(b) 106	148	36	(b) 1,975	(b) 725
To own wholesale branches	$8,702	$3,360	$17,214	--	$22,966	$3,543
Percent of total sales	11.8	21.7	16.9	--	5.8	3.6
Number of plants selling	9	5	20	--	61	12
To industrial and other large users	$49,973	$10,205	$54,985	$1,273	$261,888	$64,803
Percent of total sales	67.6	65.7	54.1	21.0	66.5	65.0
Number of plants selling	344	90	98	11	1,511	665
To wholesalers and jobbers	$8,738	$1,156	$11,673	$2,310	$62,447	$14,905
Percent of total sales	11.8	7.5	11.5	38.1	15.9	15.0
Number of plants selling	102	15	62	24	599	121
To own retail stores	--	--	--	--	$736	--
Percent of total sales	--	--	--	--	0.2	--
Number of plants selling	--	--	--	--	6	--
To retailers (including chain stores)	$3,122	$402	$3,988	$2,283	$10,124	$1,285
Percent of total sales	4.2	2.6	3.9	37.6	2.6	1.3
Number of plants selling	70	13	26	17	249	41
To household consumers	$833	$388	$480	$134	$2,052	$60
Percent of total sales	1.1	2.5	0.5	2.2	0.5	0.1
Number of plants selling	28	7	24	5	152	9
Total Distributed Sales	$71,368	$15,511	$88,340	$6,000	$360,213	$84,596
Transfer to other plants in same organization	$2,063	(c)	$9,605	--	$28,065	$12,799
Percent of total sales	2.8		9.5	--	7.1	12.9
Number of plants selling	12		11	--	58	8
Sales not allocated to usual channels	$525	(c)	$3,680	$65	$5,475	$2,128
Percent of total sales	0.7		3.6	1.1	1.4	2.1
Number of plants	14		32	5	101	31
Sales negotiated through agents, brokers, and commission houses: (Incl. above)	$3,591	$119	$4,023	$507	$35,260	$7,192
Percent of total sales	4.9	0.8	4.0	8.4	9.0	7.2
Number of plants using	60	7	34	10	254	103
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	172	40	90	18	711	271
Total net sales	(b) $32,237	$5,341	(b) $78,286	$4,381	(c) $243,080	(c) $59,569
Total expenses	$4,030	$785	$7,073	$893	$26,099	$8,316
Percent of net sales	12.5	14.7	9.2	20.4	10.9	14.1
Pay roll	$2,117	$453	$2,642	$524	$11,378	$4,160
Other expenses	$1,913	$332	$4,431	$369	$14,721	$4,156
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	266	71	114	24	1,198	444
Total employees	1,178	389	1,235	367	5,222	1,831
Male	1,024	316	860	343	4,187	1,349
Female	154	73	375	24	1,035	482
Total pay roll	(c) $2,460	(d) $630	(c) $2,723	(b) $527	(d) $12,327	(d) $4,561

FOR COMPARISON	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Percent of Distributed Sales to:		No comparable information		No comparable information		No comparable information		No comparable information		No comparable information		
Own wholesale branches	12.2		21.7		19.5		--		6.4		4.2	1.8
Industrial users	70.0		65.7		62.3		21.2		72.7		76.6	75.6
Wholesalers and jobbers	12.2		7.5		13.2		38.5		17.3		17.6	22.6
Own retail stores	--		--		--		--		0.2		--	(e)
Retailers	4.4		2.6		4.5		38.1		2.8		1.5	(e)
Household consumers	1.2		2.5		0.5		2.2		0.6		0.1	--

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

MACHINERY

Number of Plants
261

INDUSTRY (*) - Machine Tools

Total Sales Reported
$120,023,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935 Amount of Net Sales (add 000)	1935 Percent Total Net Sales	1935 Percent Distributed Sales	1935 Number of Plants: Total	1935 Number of Plants: Selling Exclusively	1929 Percent Distributed Sales	1929 Number of Plants: Total	1929 Number of Plants: Selling Exclusively
Total for Industry	$120,023	100.0	xxxxx	261		xxxxx	280	
To own wholesale branches	8,979	7.5	8.4	13	6	11.9	20	7
To industrial and other large users	81,331	67.7	75.6	222	110	58.4	203	117
To wholesalers and jobbers	16,386	13.7	15.3	104	30	29.7	145	66
To own retail stores	--	--	--	--	--	(b)	--	--
To retailers (including chain stores)	730	0.6	0.7	10	1	(b)	--	--
To household consumers	(a)	--	--	--	--	--	--	--
Total Distributed Sales	107,426	89.5	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	(a)	--	xxxxx	--	--	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	12,597	10.5	xxxxx	55	1			
Sales negotiated through agents, brokers, and commission houses	31,298	26.1	xxxxx	123	22			

(a) - Sales to household consumers combined with sales to industrial users and transfers to other plants in own organizations combined with sales not allocated to usual channels to avoid disclosure of individual operations.

(b) - Sales to retailers were combined with sales to wholesalers, and sales to own retail stores were combined with sales to own wholesale branches on account of incomplete reports.

(*) - The plants in this classification are engaged primarily in making power-driven machines for cutting and shaping metals, such as lathes, planers, drilling machines, etc., portable hand tools (power-driven) for calking, riveting, driving screws, etc. (Machine tools are designed for more or less general use, as distinct from machines designed for manufacturing special articles.) The Census of Manufactures reports a preliminary value of products for this industry of $121,833,000 in 1935.

(1) - Includes $1,730,000 purchased merchandise sold without processing and $2,208,000 received for repair work performed at plants.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense: Amount (add 000)	Total Reported Sales Expense: Percent of Net Sales	Pay Roll: Amount (add 000)	Pay Roll: Percent of Net Sales	Other Expense: Amount (add 000)	Other Expense: Percent of Net Sales	Employees (a): Male	Employees (a): Female	Employees (a): Total
Total Reported	181	$89,528	$10,256	xxxxx	$4,469	xxxxx	$5,787	xxxxx	1,451	458	1,909
Pay roll only	12	2,080	92	4.4	92	4.4	xxxxx	xxxxx	33	6	39
Other expense only	26	3,709	263	7.1	xxxxx	xxxxx	263	7.1	xxxxx	xxxxx	xxxxx
Pay roll and other expense	143	83,739	9,901	11.8	4,377	5.2	5,524	6.6	1,418	452	1,870

(a) - Includes 964 full-time and part-time officers and employees, receiving $1,961,000, who were reported to the Census of Manufactures as engaged in production.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

MACHINERY

Number of Plants
195

INDUSTRY (*)- Radio Apparatus and Phonographs

Total Sales Reported
$195,323,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$195,323	100.0	xxxxx	195		xxxxx		
To own wholesale branches	6,470	3.3	3.7	14	3			
To industrial and other large users	38,354	19.6	21.9	82	32			
To wholesalers and jobbers	104,528	53.5	59.7	116	43			
To own retail stores	--	--	--	--	--			
To retailers (including chain stores)	23,602	12.1	13.5	62	10			
To household consumers	2,079	1.1	1.2	28	4			
Total Distributed Sales	175,033	89.6	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	8,807	4.5	xxxxx	9	3	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	11,483	5.9	xxxxx	45	8			
Sales negotiated through agents, brokers, and commission houses	8,213	4.2	xxxxx	26	3			

(*) - The plants in this classification are engaged primarily in making all kinds of radio apparatus, including tubes, for transmitting and receiving; all kinds of machines for mechanically recording or reproducing speech, music, or other sounds; combination radios and phonographs; parts and supplies, such as mechanical parts, record blanks, and records. The Census of Manufactures reports a preliminary value of products for this industry of $200,973,000 in 1935.

(1) - Includes $15,316,000 purchased merchandise sold without processing and $6,757,000 received for repair work performed at plants.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	147	$119,186(b)	$14,008	xxxxx	$3,742	xxxxx	$10,266	xxxxx	1,760	777	2,537
Pay roll only	8	2,033	111	5.5	111	5.5	xxxxx	xxxxx	78	22	100
Other expense only	29	10,217	535	5.2	xxxxx	xxxxx	535	5.2	xxxxx	xxxxx	xxxxx
Pay roll and other expense	110	106,936	13,362	12.5	3,631	3.4	9,731	9.1	1,682	755	2,437

(a) - Includes 1,449 full-time and part-time officers and employees, receiving $1,773,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $454,000 transferred to other plants in own organizations by 3 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NOTES FOR TABLE ON PAGE 177

Printers' Machinery and Equipment

The plants in this classification are engaged primarily in making presses, typesetting machines, and other printers' machinery; bookbinding, engraving, and other machines used in connection with printing; type and general shop equipment for printers. (This classification does not cover the manufacture of paper and ink.) The Census of Manufactures reports a preliminary value of products for this industry of $51,560,000 in 1935.

Notes:

(a) - Includes $1,971,000 purchased merchandise sold without processing and $644,000 received for repair work performed at plants.
(b) - Includes $308,000 transferred to other plants in own organizations by 7 plants, excluded in computing expense ratio.
(c) - Includes 495 full-time and part-time officers and employees, receiving $1,370,000, who were reported to the Census of Manufactures as engaged in production.

Pumps (hand and power) and Pumping Equipment

The plants in this classification are engaged primarily in making hand and power pumps of all kinds, such as water pumps, gasoline-dispensing pumps, air pumps (except compressors), oil pumps, hydraulic rams, spraying outfits (complete units), spray pumps, and domestic water systems; and pump jacks, pump cylinders, automotive lubricating, and other pumping equipment. The Census of Manufactures reports a preliminary value of products for this industry of $86,074,000 in 1935.

Notes:

(a) - Includes $4,308,000 purchased merchandise sold without processing and $2,578,000 received for repair work performed at plants.
(b) - Includes $479,000 transferred to other plants in own organizations by 13 plants, excluded in computing expense ratio.
(c) - Includes 1,187 full-time and part-time officers and employees, receiving $2,180,000, who were reported to the Census of Manufactures as engaged in production.
(d) - In 1929, sales to own retail stores were combined with sales to own wholesale branches and sales to retailers were combined with sales to wholesalers and jobbers on account of incomplete reports.

Scales and Balances

The plants in this classification are engaged primarily in making scales and balances of all types, including automatic weighing machines and calculating and computing scales. The Census of Manufactures reports a preliminary value of products for this industry of $13,384,000 in 1935.

Notes:

(a) - Includes $157,000 purchased merchandise sold without processing and $88,000 received for repair work performed at plants.
(b) - Includes 68 full-time and part-time officers and employees, receiving $189,000, who were reported to the Census of Manufactures as engaged in production.
(c) - In 1929, sales to own wholesale branches and sales to wholesalers and jobbers were combined with sales to retailers to avoid disclosures of individual operations.

Sewing Machines and Attachments

The plants in this classification are engaged primarily in making sewing machines (hand, foot, and power) for home and factory use, including those designed for sewing leather. (Plants engaged primarily in making sewing-machine cases, cabinets, and tables, are classified in the "Furniture, including store and office fixtures" industry.) The Census of Manufactures reports a preliminary value of products for this industry of $22,635,000 in 1935.

Notes:

(a) - Includes $1,123,000 purchased merchandise sold without processing.
(b) - Sales to own wholesale branches combined with sales to own retail stores to avoid disclosure of individual operations.
(c) - Includes 45 full-time and part-time officers and employees, receiving $127,000, who were reported to the Census of Manufactures as engaged in production.
(d) - In 1929, sales to own wholesale branches were combined with sales to wholesalers and jobbers and sales to retailers were combined with sales to own retail stores to avoid disclosures of individual operations.

Textile Machinery and Parts

The plants in this classification are engaged primarily in making all classes of textile machinery and parts, including machinery for bleaching, dyeing, printing, mercerizing, finishing, etc. The Census of Manufactures reports a preliminary value of products for this industry of $68,846,000 in 1935.

Notes:

(a) - Includes $1,261,000 purchased merchandise sold without processing and $1,525,000 received for repair work performed at plants.
(b) - Includes $367,000 transferred to other plants in own organizations by 6 plants, excluded in computing expense ratio.
(c) - Includes 681 full-time and part-time officers and employees, receiving $1,685,000, who were reported to the Census of Manufactures as engaged in production.
(d) - In 1929, sales to retailers were combined with sales to wholesalers and jobbers and sales to own retail stores were combined with sales to own wholesale branches because of incomplete reports.

Washing Machines, Wringers, Dryers, and Ironing Machines, for Household Use.

The plants in this classification are engaged primarily in making laundry equipment for household use such as washing machines, wringers, dryers, and ironing machines, whether operated by mechanical power or by hand. (Laundry machinery for use in commercial laundries only is classified under the "Machinery not elsewhere classified" industry.) The Census of Manufactures reports a preliminary value of products for this industry of $62,425,000 in 1935.

Notes:

(a) - Includes $620,000 purchased merchandise sold without processing and $111,000 received for repair work performed at plants.
(b) - These purchasers comprise manufacturers of laundry machines, buying parts; contractors, institutions, etc.
(c) - Includes $3,223,000 transferred to other plants in own organizations by 4 plants, excluded in computing expense ratio.
(d) - Includes 360 full-time and part-time officers and employees, receiving $666,000, who were reported to the Census of Manufactures as engaged in production.
(e) - In 1929, sales to own retail stores were combined with sales to retailers to avoid disclosure of individual operations.

CENSUS OF BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - MACHINERY

(Values expressed in thousands of dollars)

Channels of Primary Distribution	Printers' Machinery and Equipment	Pumps and Pumping Equipment	Scales and Balances	Sewing Machines	Textile Machinery and Parts	Washing Machines Etc.
Total Net Sales for Industry	(a) $50,840	(a) $90,575	(a) $10,033	(a) $26,920	(a) $70,227	(a) $62,236
Total Number of Plants	237	320	54	38	348	41
To own wholesale branches	$11,732	$13,510	$2,125	(b)	--	$4,340
Percent of total sales	23.1	14.9	21.2		--	7.0
Number of plants selling	15	25	3		--	5
To industrial and other large users	$30,673	$38,148	$2,524	$1,983	$64,544	(b) $4,125
Percent of total sales	60.4	42.1	25.2	7.4	91.9	6.6
Number of plants selling	194	209	26	21	342	8
To wholesalers and jobbers	$2,757	$18,709	$1,993	$1,863	$981	$29,874
Percent of total sales	5.4	20.7	19.9	6.9	1.4	48.0
Number of plants selling	55	151	27	12	24	25
To own retail stores	--	--	--	$13,517	--	--
Percent of total sales	--	--	--	50.2	--	--
Number of plants selling	--	--	--	7	--	--
To retailers (including chain stores)	$1,393	$13,507	$1,810	$1,400	$219	$15,862
Percent of total sales	2.7	14.9	18.0	5.2	0.3	25.5
Number of plants selling	26	95	19	8	10	25
To household consumers	--	$1,658	--	--	--	$695
Percent of total sales	--	1.8	--	--	--	1.1
Number of plants selling	--	49	--	--	--	11
Total Distributed Sales	$46,555	$85,532	$8,452	$18,763	$65,744	$54,896
Transfer to other plants in same organization	$620	$868	$1,417	$1,592	$405	$3,223
Percent of total sales	1.2	1.0	14.1	5.9	0.6	5.2
Number of plants selling	11	15	4	4	7	4
Sales not allocated to usual channels	$3,665	$4,175	$164	$6,565	$4,078	$4,117
Percent of total sales	7.2	4.6	1.6	24.4	5.8	6.6
Number of plants	16	49	5	11	40	5
Sales negotiated through agents, brokers, and commission houses: (Incl. above)	$8,882	$15,890	$1,964	$963	$4,500	$281
Percent of total sales	17.5	17.5	19.6	3.6	6.4	0.5
Number of plants using	47	94	11	7	47	4
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	109	160	18	16	130	25
Total net sales	(b) $34,666	(b) $65,930	$3,575	$8,158	(b) $51,555	(c) $33,489
Total expenses	$5,662	$11,363	$966	$688	$5,996	$3,223
Percent of net sales	16.4	17.4	27.0	8.4	11.7	10.6
Pay roll	$2,822	$5,121	$500	$391	$2,911	$1,248
Other expenses	$2,840	$6,242	$466	$297	$3,085	$1,975
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	164	228	31	23	222	32
Total employees	1,018	2,774	486	188	1,335	710
Male	717	2,245	427	133	1,125	509
Female	301	529	59	55	210	201
Total pay roll	(c) $2,921	(c) $5,335	(b) $665	(c) $391	(c) $3,128	(d) $1,456

FOR COMPARISON	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Percent of Distributed Sales to:		No comparable information										
Own wholesale branches	25.2		15.8	23.4	25.1	(c)	--	(d)	--	1.9	7.9	5.9
Industrial users	65.9		44.6	41.3	29.9	37.2	10.6	18.3	98.2	88.5	(b)7.5	6.0
Wholesalers and jobbers	5.9		21.9	35.3	23.6	(c)	9.9	16.6	1.5	9.6	54.4	25.0
Own retail stores	--		--	(d)	--	--	72.0	65.1	--	(d)	--	(e)
Retailers	3.0		15.8	(d)	21.4	62.8	7.5	(d)	0.3	(d)	28.9	62.6
Household consumers	--		1.9	--	--	--	--	--	--	--	1.3	0.5

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

MACHINERY

Number of Plants
1,245

INDUSTRY (*) - Foundries

Total Sales Reported
$248,610,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935 Amount of Net Sales (add 000)	1935 Percent Total Net Sales	1935 Percent Distributed Sales	1935 Number of Plants Total	1935 Number of Plants Selling Exclusively	1929 Percent Distributed Sales	1929 Number of Plants Total	1929 Number of Plants Selling Exclusively
Total for Industry	$248,610	100.0	xxxxx	1,245		xxxxx		
To own wholesale branches	3,632	1.5	2.0	12	6			
To industrial and other large users	162,920	65.5	89.3	1,092	860			
To wholesalers and jobbers	12,360	5.0	6.8	239	67			
To own retail stores	--	--	--	--	--			
To retailers (including chain stores)	3,029	1.2	1.7	120	23			
To household consumers	300	0.1	0.2	49	1			
Total Distributed Sales	182,241	73.3	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	65,811	26.5	xxxxx	69	24	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	558	0.2	xxxxx	23	5			
Sales negotiated through agents, brokers, and commission houses	5,743	2.3	xxxxx	83	6			

(*) - The plants in this classification are engaged primarily in the production of rough castings. (Machined castings are products of the "Machine shops" industry.) The Census of Manufactures reports a preliminary value of products for this industry of $250,460,000 in 1935.

(1) - Includes $1,477,000 purchased merchandise sold without processing and $2,121,000 received for services performed in processing materials owned by others.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense Amount (add 000)	Total Reported Sales Expense Percent of Net Sales	Pay Roll Amount (add 000)	Pay Roll Percent of Net Sales	Other Expense Amount (add 000)	Other Expense Percent of Net Sales	Employees (a) Male	Employees (a) Female	Employees (a) Total
Total Reported	674	$121,308(b)	$8,611	xxxxx	$4,270	xxxxx	$4,341	xxxxx	1,761	326	2,087
Pay roll only	99	12,627	613	5.0	613	5.0	xxxxx	xxxxx	326	37	363
Other expense only	175	12,374	571	4.6	xxxxx	xxxxx	571	4.6	xxxxx	xxxxx	xxxxx
Pay roll and other expense	400	96,307	7,427	7.9	3,657	3.9	3,770	4.0	1,435	289	1,724

(a) - Includes 1,004 full-time and part-time officers and employees, receiving $2,160,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $2,708,000 transferred to other plants in own organizations by 26 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

MACHINERY

Number of Plants
274

INDUSTRY (*)- Refrigerating and Ice-Making Apparatus

Total Sales Reported
$238,765,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$238,765	100.0	xxxxx	274		xxxxx		
To own wholesale branches	42,347	17.7	22.0	18	6			
To industrial and other large users	27,511	11.5	14.3	151	94			
To wholesalers and jobbers	100,937	42.3	52.6	104	23			
To own retail stores	312	0.1	0.2	4	1			
To retailers (including chain stores)	19,593	8.2	10.2	89	35			
To household consumers	1,397	0.6	0.7	28	4			
Total Distributed Sales	192,097	80.4	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	41,949	17.6	xxxxx	11	5	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	4,719	2.0	xxxxx	22	3			
Sales negotiated through agents, brokers, and commission houses	3,623	1.5	xxxxx	37	3			

(*) - The plants in this classification are engaged primarily in making mechanical refrigerators and refrigerating systems; cabinets made for sale as such, for use with mechanical refrigerating systems; domestic and commercial ice refrigerators and ice boxes; ice and mechanical water coolers milk coolers, food-display cases, etc.; and industrial ice-making and refrigerating machines. The Census of Manufactures reports a preliminary value of products for this industry of $224,114,000 in 1935.

(1) - Includes $2,402,000 purchased merchandise sold without processing and $400,000 received for repair work performed at plants.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	205	$148,777(b)	$14,506	xxxxx	$4,854	xxxxx	$9,652	xxxxx	1,798	336	2,134
Pay roll only	20	14,090	320	2.3	320	2.3	xxxxx	xxxxx	144	10	154
Other expense only	37	19,819	1,526	7.7	xxxxx	xxxxx	1,526	7.7	xxxxx	xxxxx	xxxxx
Pay roll and other expense	148	114,868	12,660	11.0	4,534	3.9	8,126	7.1	1,654	326	1,980

(a)- Includes 704 full-time and part-time officers and employees, receiving $1,144,000, who were reported to the Census of Manufactures as engaged in production.

(b)- Includes $209,000 transferred to other plants in own organizations by 4 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

MACHINERY

Number of Plants
2,390

INDUSTRY (*) - Machinery, Not Elsewhere Classified

Total Sales Reported
$559,710,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$559,710	100.0	xxxxx	2,390		xxxxx		
To own wholesale branches	54,572	9.8	10.8	87	27			
To industrial and other large users	332,631	59.5	65.8	1,903	1,162			
To wholesalers and jobbers	82,425	14.7	16.3	790	184			
To own retail stores	7,285	1.3	1.4	21	7			
To retailers (including chain stores)	24,466	4.4	4.8	327	61			
To household consumers	4,679	0.8	0.9	155	24			
Total Distributed Sales	506,058	90.5	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	31,589	5.6	xxxxx	95	17	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	22,063	3.9	xxxxx	284	13			
Sales negotiated through agents, brokers, and commission houses	56,963	10.2	xxxxx	632	61			

(*) - The plants in this classification are engaged primarily in making machinery not specifically covered by any other classification. The Census of Manufactures reports a preliminary value of products for this industry of $581,937,000 in 1935.

(1) - Includes $24,037,000 purchased merchandise sold without processing and $9,986,000 received for repair work performed at plants and processing materials owned by others.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	1,651	$407,008(b)	$54,126	xxxxx	$22,980	xxxxx	$31,146	xxxxx	8,376	2,101	10,477
Pay roll only	133	26,509	1,604	6.6	1,604	6.6	xxxxx	xxxxx	634	198	832
Other expense only	380	51,683	4,385	8.6	xxxxx	xxxxx	4,385	8.6	xxxxx	xxxxx	xxxxx
Pay roll and other expense	1,138	328,816	48,137	14.9	21,376	6.6	26,761	8.3	7,742	1,903	9,645

(a) - Includes 5,055 full-time and part-time officers and employees, receiving $11,362,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $8,394,000 transferred to other plants in own organizations by 54 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

MACHINERY

Number of Plants
21

INDUSTRY (*)- Typewriters and Parts

Total Sales Reported
$38,361,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$38,361	100.0	xxxxx	21		xxxxx	26	
To own wholesale branches	(a)	--	--	--	--	(a)	--	--
To industrial and other large users	9,831	25.6	34.2	11	3	23.1	14	7
To wholesalers and jobbers	138	0.4	0.5	4	1	--	--	--
To own retail stores	16,042	41.8	55.7	9	--	65.1	15	5
To retailers (including chain stores)	2,755	7.2	9.6	8	2	11.8	12	--
To household consumers	--	--	--	--	--	--	--	--
Total Distributed Sales	28,766	75.0	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	1,029	2.7	xxxxx	4	1	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	8,566	22.3	xxxxx	10	--			
Sales negotiated through agents, brokers, and commission houses	661	1.7	xxxxx	3	--			

(a) - Sales to own wholesale branches combined with sales to industrial users to avoid disclosure of individual operations.

(*) - The plants in this classification are engaged primarily in making and rebuilding typewriters and in making typewriter parts and attachments. The Census of Manufactures reports a preliminary value of products for this industry of $33,858,000 in 1935.

(1) - Includes $361,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	7	$13,558	$3,110	xxxxx	$2,331	xxxxx	$779	xxxxx	1,416	215	1,631
Pay roll only	--	--	--	--	--	--	xxxxx	xxxxx	--	--	--
Other expense only	2	636	26	4.2	xxxxx	xxxxx	26	4.2	xxxxx	xxxxx	xxxxx
Pay roll and other expense	5	12,922	3,084	23.9	2,331	18.1	753	5.8	1,416	215	1,631

(a) - Includes 20 full-time and part-time officers and employees, receiving $39,000, who were reported to the Census of Manufactures as engaged in production.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NOTES FOR TABLE ON PAGE 183

Aircraft and Parts

The plants in this classification are engaged primarily in making complete aircraft and aircraft parts, except engines and tires; and in repairing aircraft. (Plants which made aircraft engines for sale as such are classified in the "Engine, turbine, tractor, and water wheel" industry. Plants operated by the Federal Government are not included in this classification.) The Census of Manufactures reports a preliminary value of products for this industry of $45,347,000 in 1935.

Notes:

(a) - Includes $211,000 purchased merchandise sold without processing and $305,000 received for repair work performed at plants.

(b) - Sales to own wholesale branches combined with sales to wholesalers to avoid disclosure of individual operations.

(c) - Includes $1,001,000 transferred to other plants in own organizations by 4 plants, excluded in computing expense ratio.

(d) - Includes 81 full-time and part-time officers and employees, receiving $261,000, who were reported to the Census of Manufactures as engaged in production.

Carriages and Sleds, Children's

The plants in this classification are engaged primarily in making baby carriages, "walkers," gocarts, sleds, doll carriages, children's velocipedes and tricycles, children's express wagons, etc. The Census of Manufactures reports a preliminary value of products for this industry of $15,511,000 in 1935.

Notes:

(a) - Includes $242,000 purchased merchandise sold without processing.

(b) - Includes 108 full-time and part-time officers and employees, receiving $235,000, who were reported to the Census of Manufactures as engaged in production.

Carriages, Wagons, Sleighs, and Sleds

The plants in this classification are engaged primarily in making complete carriages, wagons, sleighs, sleds, pungs, handcarts, pushcarts, and wheelbarrows, and "assembled parts", such as wheels. The Census of Manufactures reports a preliminary value of products for this industry of $6,854,000 in 1935.

Notes:

(a) - Includes $28,000 purchased merchandise sold without processing and $163,000 received for repair work performed at plants.

(b) - Includes 43 full-time and part-time officers and employees, receiving $80,000, who were reported to the Census of Manufactures as engaged in production.

(c) - In 1929, sales to own wholesale branches were combined with sales to wholesalers to avoid disclosure of individual operations.

Motorcycles, Bicycles and Parts

The plants in this classification are engaged primarily in making complete motorcycles and side cars; bicycles; motorcycle and bicycle parts, such as saddles, seat posts, frames, gears, handlebars, chains, etc. (Establishments which manufacture complete motorcycles or bicycles by merely assembling purchased parts are also included under this classification.) The Census of Manufactures reports a preliminary value of products for this industry of $22,753,000 in 1935.

Notes:

(a) - The figures in this table differ slightly from those contained in the report on this industry issued November 9, 1936, due to subsequent changes by the Census of Manufactures in classifying individual plants.

(b) - Includes $1,940,000 purchased merchandise sold without processing.

(c) - Sales to household consumers combined with sales to retailers to avoid disclosure of individual operations.

(d) - Transfers to other plants in same organization combined with sales to industrial users to avoid disclosure of individual operations.

(e) - Includes 167 full-time and part-time officers and employees, receiving $246,000, who were reported to the Census of Manufactures as engaged in production.

CENSUS OF BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - TRANSPORTATION EQUIPMENT

(Values expressed in thousands of dollars)

Channels of Primary Distribution	Aircraft and Parts	Carriages and Sleds, Children's	Carriages Wagons, Sleighs and Sleds	Motorcycles, Bicycles and Parts (a)		
Total Net Sales for Industry	(a) $32,972	(a) $15,907	(a) $6,898	(b) $23,422		
Total Number of Plants	66	55	45	23		
To own wholesale branches	(b)	--	$1,295	--		
Percent of total sales		--	18.8	--		
Number of plants selling		--	3	--		
To industrial and other large users	$17,110	$760	$705	$4,784		
Percent of total sales	51.9	4.8	10.2	20.4		
Number of plants selling	50	9	14	14		
To wholesalers and jobbers	$4,451	$4,604	$3,282	$7,523		
Percent of total sales	13.5	28.9	47.6	32.1		
Number of plants selling	17	26	26	14		
To own retail stores	--	--	--	--		
Percent of total sales	--	--	--	--		
Number of plants selling	--	--	--	--		
To retailers (including chain stores)	$728	$9,740	$1,241	$10,203		
Percent of total sales	2.2	61.3	18.0	43.6		
Number of plants selling	11	48	14	12		
To household consumers	$69	$432	$210	(c)		
Percent of total sales	0.2	2.7	3.0			
Number of plants selling	6	10	10			
Total Distributed Sales	$22,358	$15,536	$6,733	$22,510		
Transfer to other plants in same organization	$1,023	--	--	(d)		
Percent of total sales	3.1	--	--			
Number of plants selling	5	--	--			
Sales not allocated to usual channels	$9,591	$371	$165	$912		
Percent of total sales	29.1	2.3	2.4	3.9		
Number of plants	18	6	4	6		
Sales negotiated through agents, brokers, and commission houses: (Incl. above)	$1,287	$3,538	$561	$108		
Percent of total sales	3.9	22.2	8.1	0.5		
Number of plants using	9	14	10	4		
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	24	35	16	16		
Total net sales	(c) $12,203	$14,040	$4,094	$19,015		
Total expenses	$754	$1,242	$301	$1,498		
Percent of net sales	6.5	8.8	7.4	7.9		
Pay roll	$233	$665	$139	$797		
Other expenses	$521	$577	$162	$701		
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	46	47	27	20		
Total employees	113	355	86	352		
Male	82	285	69	228		
Female	31	70	17	124		
Total pay roll	(d) $380	(b) $693	(b) $190	(e) $803		

FOR COMPARISON	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Percent of Distributed Sales to:												
Own wholesale branches	--	No comparable information	--	No comparable information	19.2	(c)	--	--				
Industrial users	76.5		4.9		10.5	27.7	21.3	13.8				
Wholesalers and jobbers	19.9		29.6		48.8	47.8	33.4	37.4				
Own retail stores	--		--		--	--	--	--				
Retailers	3.3		62.7		18.4	24.5	45.3	48.8				
Household consumers	0.3		2.8		3.1	--	--	--				

TRANSPORTATION EQUIPMENT

Number of Plants
121 (1)

INDUSTRY (*) - Motor Vehicles

Total Sales Reported
$2,492,736,000 (2)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$2,492,736	100.0	xxxxx	121		xxxxx	244	
To own wholesale branches	484,309	19.4	22.7	42	3	22.6	54	11
To industrial and other large users	72,883	2.9	3.4	74	29	3.2	109	42
To wholesalers and jobbers	677,708	27.2	31.8	39	5	33.2	73	20
To own retail stores	3,535	0.1	0.2	5	--	2.6	33	3
To retailers (including chain stores)	877,282	35.2	41.1	42	3	38.2	111	51
To household consumers	17,017	0.7	0.8	20	1	0.2	31	7
Total Distributed Sales	2,132,734	85.5	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	223,119	9.0	xxxxx	31	1	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	136,883	5.5	xxxxx	32	4			
Sales negotiated through agents, brokers, and commission houses	6,157	0.2	xxxxx	15	2			

(*) - The plants in this classification are engaged primarily in making all types of complete four-wheeled motor vehicles and chasis for sale as such. The Census of Manufactures reports a preliminary value of products for this industry of $2,391,056,000 in 1935.

(1) - For Census purposes an assembling plant in which parts made in another plant, under the same management, are assembled into complete motor vehicles is treated as a manufacturing establishment. As a result, the number of plants reporting their distribution of sales is in excess of the actual manufacturers of motor vehicles who numbered 86 in 1935.

(2) - Includes $132,965,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (b) (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	86	$1,564,443	$45,733	xxxxx	$15,723	xxxxx	$30,010	xxxxx	8,477	1,187	9,664
Pay roll only	6	139,648	359	0.3	359	0.3	xxxxx	xxxxx	142	91	233
Other expense only	9	20,686	1,188	5.7	xxxxx	xxxxx	1,188	5.7	xxxxx	xxxxx	xxxxx
Pay roll and other expense	71	1,404,109	44,186	3.4	15,364	1.2	28,822	2.2	8,335	1,096	9,431

(a) - Includes 4,593 full-time and part-time officers and employees, receiving $7,030,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $120,852,000 transferred to other plants in own organizations by 20 plants, excluded in computing percentages.

Figures in these tables differ slightly from those contained in the report for this industry dated January 13, 1937 due to subsequent changes in classification of individual plants by the Census of Manufactures.

TRANSPORTATION EQUIPMENT

Number of Plants
823

INDUSTRY (*)- Motor-Vehicle Bodies and Parts

Total Sales Reported
$1,570,095,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$1,570,095	100.0	xxxxx	823		xxxxx	1,145	
To own wholesale branches	72,543	4.6	10.2	34	6	1.8	47	11
To industrial and other large users	549,694	35.1	77.0	495	250	83.8	761	461
To wholesalers and jobbers	66,692	4.2	9.3	302	88	10.8	376	164
To own retail stores	8,938	0.6	1.3	15	6	--	--	--
To retailers (including chain stores)	13,896	0.9	1.9	212	58	3.6	319	112
To household consumers	2,290	0.1	0.3	103	39	(a)	--	--
Total Distributed Sales	714,053	45.5	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	836,422	53.3	xxxxx	67	18	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	19,620	1.2	xxxxx	88	26			
Sales negotiated through agents, brokers, and commission houses	13,573	0.9	xxxxx	103	18			

(a) - Sales to household consumers were combined with sales to industrial users because of incomplete reports.

(*) - The plants in this classification are engaged primarily in making (a) motor-vehicle bodies; (b) parts and accessories such as glass, wheels, radiators, bumpers, axles, rear-axle housings, axle shafts, shock absorbers, windshields, rims, frames, horns, windshield wipers, and various other assemblies and parts not including complete chassis, which are included in the "Motor-Vehicle" industry; (c) trailers for passenger cars and for trucks. The Census of Manufactures reports a preliminary value of products for this industry of $1,550,833,000 in 1935.

(1) - Includes $12,624,000 purchased merchandise sold without processing and $2,570,000 received for repair work performed at plants.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	555	$674,810 (b)	$17,340	xxxxx	$6,855	xxxxx	$10,485	xxxxx	2,319	831	3,150
Pay roll only	46	119,446	454	1.8	454	1.8	xxxxx	xxxxx	177	48	225
Other expense only	131	15,567	1,167	7.6	xxxxx	xxxxx	1,167	7.6	xxxxx	xxxxx	xxxxx
Pay roll and other expense	378	539,797	15,719	3.1	6,401	1.3	9,318	1.8	2,142	783	2,925

(a) - Includes 1,460 full-time and part-time officers and employees, receiving $3,401,000 who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $135,473,000 transferred to other plants in own organizations by 26 plants, excluded in computing percentages.

Figures in these tables differ slightly from those contained in the report for this industry dated January 13, 1937 due to subsequent changes in classification of individual plants by the Census of Manufactures.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NOTES FOR TABLE ON PAGE 187

Artificial and Preserved Flowers and Plants

The plants in this classification are engaged primarily in making artificial flowers, leaves, buds, fruits, palms, grasses, vines, and other plants; the preservation of stems and other parts for use in the manufacture of artificial flowers. The Census of Manufactures reports a preliminary value of products for this industry of $8,994,000 in 1935.

Notes:
(a) - Includes $744,000 purchased merchandise sold without processing.
(b) - Sales to own retail stores combined with sales to retailers to avoid disclosure of individual operations.
(c) - Includes 98 full-time and part-time officers and employees, receiving $173,000, who were reported to the Census of Manufactures as engaged in production.

Artists' Materials

The plants in this classification are engaged primarily in making canvas board, prepared canvasses or frames, air brushes for portrait work, air compressors for art work, easels, drawing tables and boards, palettes, sketch boxes, and pantographs; oil colors, wax, tailors' chalk, crayons, and crayon pencils; gold and bronze mixtures, powders, paints, and size; gold and aluminum enamel and paint for china painting; pyrography goods, including platinum points; drawing inks; and drafting materials. The Census of Manufactures reports a preliminary value of products for this industry of $2,431,000 in 1935.

Notes:
(a) - Includes $307,000 purchased merchandise sold without processing.
(b) - Sales negotiated through agents, brokers and commission houses omitted to avoid disclosure of individual operations.
(c) - Includes 30 full-time and part-time officers and employees, receiving $92,000, who were reported to the Census of Manufactures as engaged in production.

Beauty Shop Equipment

The plants in this classification are engaged primarily in making all devices and equipment for use in beauty shops or beauty parlors, including electrical devices such as permanent-wave machines, hair dryers, and sterilizers, as well as chairs and other furniture specifically designed for use in such establishments. The Census of Manufactures reports a preliminary value of products for this industry of $12,525,000 in 1935.

Notes:
(a) - Includes $581,000 purchased merchandise sold without processing.
(b) - Sales to own wholesale branches combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.
(c) - Includes 86 full-time and part-time officers and employees, receiving $170,000, who were reported to the Census of Manufactures as engaged in production.

Buttons

The plants in this classification are engaged primarily in making buttons, parts of buttons, and button blanks and molds, regardless of kinds of materials used. The Census of Manufactures reports a preliminary value of products for this industry of $28,031,000 in 1935.

Notes:
(a) - Includes $1,412,000 purchased merchandise sold without processing.
(b) - Includes $324,000 transferred to other plants in own organization by 1 plant, excluded in computing expense ratio.
(c) - Includes 192 full-time and part-time officers and employees, receiving $368,000, who were reported to the Census of Manufactures as engaged in production.

Carbon Paper and Inked Ribbons

The plants in this classification are engaged primarily in making carbon paper for typewriters, sales books, etc., inked ribbons for typewriters, adding machines, cash registers, etc. The Census of Manufactures reports a preliminary value of products for this industry of $14,695,000 in 1935.

Notes:
(a) - Includes $91,000 purchased merchandise sold without processing.
(b) - Sales to household consumers combined with sales to industrial users to avoid disclosure of individual operations.
(c) - Transfers to other plants in same organization combined with sales not allocated to usual channels to avoid disclosure of individual operations.
(d) - Includes 63 full-time and part-time officers and employees, receiving $254,000, who were reported to the Census of Manufactures as engaged in production.

Combs and Hairpins, Not Made of Metal or Rubber

The plants in this classification are engaged primarily in making combs, hairpins, barrettes, hair ornaments, comb mountings, etc., from bone, horn, tortoise shell, celluloid, ivory, and other materials except metal and rubber. The Census of Manufactures reports a preliminary value of products for this industry of $706,000 in 1935.

Notes:
(a) - Sales negotiated through agents, brokers, and commission houses not shown to avoid disclosure of individual operations.

CENSUS OF BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - MISCELLANEOUS

(Values expressed in thousands of dollars)

Channels of Primary Distribution	Artificial Flowers	Artists' Materials	Beauty Shop Equipment	Buttons	Carbon Paper and Inked Ribbons	Combs and Hairpins
Total Net Sales for Industry	(a) $10,336	(a) $2,893	(a) $13,298	(a) $28,986	(a) $14,262	$828
Total Number of Plants	193	47	82	294	56	11
To own wholesale branches	$45	--	(b)	$2,733	$3,085	--
Percent of total sales	0.4	--		9.4	21.7	--
Number of plants selling	3	--		8	11	--
To industrial and other large users	$2,068	$1,935	$778	$10,926	$2,227	$16
Percent of total sales	20.0	67.0	5.9	37.7	15.6	1.9
Number of plants selling	60	17	16	122	35	3
To wholesalers and jobbers	$2,755	$461	$9,381	$12,588	$2,373	$492
Percent of total sales	26.7	15.9	70.5	43.5	16.6	59.5
Number of plants selling	105	24	57	151	29	6
To own retail stores	(b)	$30	$45	--	$2,821	--
Percent of total sales		1.0	0.3	--	19.8	--
Number of plants selling		4	4	--	6	--
To retailers (including chain stores)	$4,775	$301	$3,094	$1,202	$2,672	$320
Percent of total sales	46.2	10.4	23.3	4.1	18.7	38.6
Number of plants selling	68	17	24	25	32	6
To household consumers	$11	$36	--	--	(b)	--
Percent of total sales	0.1	1.2	--	--		--
Number of plants selling	5	4	--	--		--
Total Distributed Sales	$9,654	$2,763	$13,298	$27,449	$13,178	$828
Transfer to other plants in same organization	--	--	--	$1,283	(c)	--
Percent of total sales	--	--	--	4.4		--
Number of plants selling	--	--	--	27		--
Sales not allocated to usual channels	$682	$130	--	$254	$1,084	--
Percent of total sales	6.6	4.5	--	0.9	7.6	--
Number of plants	8	5	--	11	13	--
Sales negotiated through agents, brokers, and commission houses: (Incl. above)	$828	(b)	$1,625	$2,475	$129	(a)
Percent of total sales	8.0		12.2	8.5	0.9	
Number of plants using	16		9	23	7	
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	92	17	35	115	32	3
Total net sales	$6,709	$1,864	$8,506	(b) $17,030	$8,779	$366
Total expenses	$1,145	$372	$2,081	$1,846	$1,534	$10
Percent of net sales	17.1	20.0	24.5	11.0	17.5	2.7
Pay roll	$564	$224	$992	$1,049	$971	$6
Other expenses	$581	$148	$1,089	$797	$563	$4
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	150	28	58	182	42	5
Total employees	394	78	468	674	428	9
Male	263	53	257	512	313	9
Female	131	25	211	162	115	--
Total pay roll	(c) $600	(c) $224	(c) $1,018	(c) $1,114	(d) $1,022	$6

FOR COMPARISON	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Percent of Distributed Sales to:												
Own wholesale branches	0.5	0.7	--	No comparable information	--	No comparable information	10.0	8.4	23.4	7.4	--	No comparable information
Industrial users	21.4	21.5	70.0		5.9		39.8	62.1	16.9	20.0	1.9	
Wholesalers and jobbers	28.5	39.2	16.7		70.5		45.8	27.3	18.0	27.7	59.5	
Own retail stores	--	--	1.1		0.3		--	--	21.4	30.0	--	
Retailers	49.5	38.6	10.9		23.3		4.4	2.2	20.3	14.9	38.6	
Household consumers	0.1	--	1.3		--		--	--	--	--	--	

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

MISCELLANEOUS

Number of Plants
349

INDUSTRY (*) - Brooms

Total Sales Reported
$15,055,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$15,055	100.0	xxxxx	349		xxxxx	407	
To own wholesale branches	(a)	--	--	--	--	0.9	13	--
To industrial and other large users	946	6.3	6.3	87	9	8.3	119	21
To wholesalers and jobbers	8,665	57.5	58.1	259	96	59.2	285	93
To own retail stores	(b)	--	--	--	--	--	--	--
To retailers (including chain stores)	4,737	31.5	31.7	212	57	31.6	237	62
To household consumers	580	3.9	3.9	6	3	(c)	--	--
Total Distributed Sales	14,928	99.2	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	--	--	xxxxx	--	--	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	127	0.8	xxxxx	10	8			
Sales negotiated through agents, brokers, and commission houses	1,989	13.2	xxxxx	50	9			

(a) - Sales to wholesale branches combined with sales to wholesalers to avoid disclosure of individual operations.

(b) - Sales to own retail stores combined with sales to retailers to avoid disclosure of individual operations.

(c) - Sales to household consumers were combined with sales to industrial users to avoid disclosure of individual operations.

(*) - The plants in this classification are engaged primarily in making household brooms, whisk brooms and industrial brooms made from broom corn and from fiber, and street-sweeping brooms made of heavier material. The Census of Manufactures reports a preliminary value of products for this industry of $14,338,000 in 1935.

(1) - Includes $235,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	240	$12,373	$1,352	xxxxx	$628	xxxxx	$724	xxxxx	467	47	514
Pay roll only	30	885	82	9.2	82	9.2	xxxxx	xxxxx	87	3	90
Other expense only	95	3,508	295	8.4	xxxxx	xxxxx	295	8.4	xxxxx	xxxxx	xxxxx
Pay roll and other expense	115	7,980	975	12.2	546	6.8	429	5.4	380	44	424

(a) - Includes 117 full-time and part-time officers and employees, receiving $183,000, who were reported to the Census of Manufactures as engaged in production.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

MISCELLANEOUS

Number of Plants
250

INDUSTRY (*)- Brushes (Other Than Rubber)

Total Sales Reported
$42,677,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$42,677	100.0	xxxxx	250		xxxxx	303	
To own wholesale branches	3,908	9.2	9.4	6	3	4.9	14	--
To industrial and other large users	8,078	18.9	19.4	130	48	19.4	147	59
To wholesalers and jobbers	15,045	35.2	36.3	153	50	49.3	186	59
To own retail stores	(a)	--	--	--	--	--	--	--
To retailers (including chain stores)	8,558	20.1	20.6	106	22	18.7	112	19
To household consumers	5,946	13.9	14.3	16	5	7.7	30	8
Total Distributed Sales	41,535	97.3	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	594	1.4	xxxxx	5	2	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	548	1.3	xxxxx	11	3			
Sales negotiated through agents, brokers, and commission houses	1,728	4.0	xxxxx	33	3			

(a) - Sales to own retail stores combined with sales to retailers to avoid disclosure of individual operations.

(*) - The plants in this classification are engaged primarily in making brushes, such as tooth, toilet, shaving, paint and varnish, household and industrial, from materials other than rubber. The Census of Manufactures reports a preliminary value of products for this industry of $41,975,000 in 1935.

(1) - Includes $3,032,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	185	$38,139(b)	$6,256	xxxxx	$2,402	xxxxx	$3,854	xxxxx	799	319	1,118
Pay roll only	13	1,705	97	5.8	97	5.8	xxxxx	xxxxx	42	18	60
Other expense only	59	3,347	245	7.9	xxxxx	xxxxx	245	7.9	xxxxx	xxxxx	xxxxx
Pay roll and other expense	113	33,087	5,914	17.9	2,305	7.0	3,609	10.9	757	301	1,058

(a) - Includes 392 full-time and part-time officers and employees, receiving $916,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $279,000 transferred to other plants in own organizations by 3 plants, excluded in computing percentages.

MISCELLANEOUS

Number of Plants
28

INDUSTRY (*)- Cigarettes

Total Sales Reported
$806,003,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$806,003	100.0	xxxxx	28		xxxxx	49	
To own wholesale branches	(a)	--	--	--	--	(a)	--	--
To industrial and other large users	1,031	0.1	0.1	4	--	--	14	6
To wholesalers and jobbers	780,753	96.9	97.4	28	9	99.6	38	24
To own retail stores	--	--	--	--	--	--	--	--
To retailers (including chain stores)	19,838	2.5	2.5	15	2	0.4	15	5
To household consumers	92	(b)	(b)	7	--	--	--	--
Total Distributed Sales	801,714	99.5	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	3,764	0.4	xxxxx	2	--	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	525	0.1	xxxxx	--	--			
Sales negotiated through agents, brokers, and commission houses	--	--	xxxxx	--	--			

(a) - Sales to manufacturers' own wholesale branches combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.
(b) - Less than 1/10 of 1%.

(*) - The Census of Manufactures reports a preliminary value of products for this industry of $806,614,000 in 1935.
(1) - Includes $913,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	17	$387,521	$30,292	xxxxx	$3,500	xxxxx	$26,792	xxxxx	1,715	17	1,732
Pay roll only	1	416	20	4.9	20	4.9	xxxxx	xxxxx	7	--	7
Other expense only	6	4,375	219	5.0	xxxxx	xxxxx	219	5.0	xxxxx	xxxxx	xxxxx
Pay roll and other expense	10	382,730	30,053	7.9	3,480	0.9	26,573	7.0	1,708	17	1,725

(a) - Includes 25 full-time and part-time officers and employees, receiving $57,000, who were reported to the Census of Manufactures as engaged in production.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

MISCELLANEOUS

Number of Plants
739

INDUSTRY (*)- Cigars

Total Sales Reported
$229,204,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$229,204	100.0	xxxxx	739		xxxxx	1,587	
To own wholesale branches	34,317	15.0	15.6	39	8	20.0	126	28
To industrial and other large users	3,425	1.5	1.6	35	10	0.4	95	28
To wholesalers and jobbers	151,691	66.2	69.0	419	215	65.5	774	337
To own retail stores	341	0.1	0.2	41	9	0.6	80	29
To retailers (including chain stores)	28,842	12.6	13.1	417	204	12.7	792	360
To household consumers	1,118	0.5	0.5	81	21	0.8	279	114
Total Distributed Sales	219,734	95.9	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	8,501	3.7	xxxxx	19	14	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	969	0.4	xxxxx	10	3			
Sales negotiated through agents, brokers, and commission houses	5,581	2.4	xxxxx	56	8			

(*) - The Census of Manufactures reports a preliminary value of products for this industry of $151,265,000 in 1935.

(1) - Includes $466,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	498	$92,794 (b)	$9,092	xxxxx	$3,407	xxxxx	$5,685	xxxxx	1,351	210	1,561
Pay roll only	39	17,670	440	2.5	440	2.5	xxxxx	xxxxx	154	74	228
Other expense only	205	6,968	437	6.3	xxxxx	xxxxx	437	6.3	xxxxx	xxxxx	xxxxx
Pay roll and other expense	254	68,156	8,215	12.1	2,967	4.4	5,248	7.7	1,197	136	1,333

(a) - Includes 309 full-time and part-time officers and employees, receiving $486,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $153,000 transferred to other plants in own organizations by 2 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NOTES FOR TABLE ON PAGE 193

Dentists' Equipment and Supplies

The plants in this classification are engaged primarily in making mechanical devices and other equipment for use by dentists, including motor-driven units, lamps, sterilizers, etc., as well as hand tools and instruments and materials such as waxes, plasters, and metals and alloys. The Census of Manufactures reports a preliminary value of products for this industry of $22,968,000 in 1935.

Notes:
(a) - Includes $773,000 purchased merchandise sold without processing and $182,000 received for repair work performed at plants.
(b) - Includes 211 full-time and part-time officers and employees, receiving $460,000, who were reported to the Census of Manufactures as engaged in production.

Feathers, Plumes, and Manufactures Thereof

The plants in this classification are engaged primarily in the preparation of plumes and the manufacture of fancy articles made principally from feathers, plumes, and quills, and in curling, dyeing, and renovating ostrich and other feathers. The Census of Manufactures reports a preliminary value of products for this industry of $1,646,000 in 1935.

Notes:
(a) - Includes $28,000 purchased merchandise sold without processing.
(b) - Includes 14 full-time and part-time officers and employees, receiving $27,000, who were reported to the Census of Manufactures as engaged in production.

Foundry Supplies

The plants in this classification are engaged primarily in making foundry facings, cement for castings, core oils and compounds, chaplets, wax, flux, "parting" composition, flasks, sieves, pipe blacking, and plumbago. The Census of Manufactures reports a preliminary value of products for this industry of $6,520,000 in 1935.

Notes:
(a) - Includes $772,000 purchased merchandise sold without processing.
(b) - Sales to own wholesale branches combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.
(c) - Transfers to other plants in same organization combined with sales to industrial users to avoid disclosure of individual operations.
(d) - Includes 41 full-time and part-time officers and employees, receiving $131,000, who were reported to the Census of Manufactures as engaged in production.

Furs, Dressed and Dyed

The plants in this classification are engaged primarily in scraping, currying, tanning, bleaching, and dyeing pelts, for use in the manufacture of fur goods, and in dressing hair and bristles. The Census of Manufactures reports a preliminary value of products for this industry of $21,340,000 in 1935.

Notes:
(a) - Includes $262,000 purchased merchandise sold without processing and $756,000 received for processing materials owned by others.
(b) - There were also 112 plants which made no sales but received $12,080,000 for processing materials owned by others.
(c) - Sales to own wholesale branches combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.
(d) - Transfers to other plants in same organization combined with sales to industrial users to avoid disclosure of individual operations.
(e) - Sales negotiated through agents, brokers, and commission houses omitted to avoid disclosure of individual operations.
(f) - Includes 39 full-time and part-time officers and employees, receiving $139,000, who were reported to the Census of Manufactures as engaged in production.

Hair Work

The plants in this classification are engaged primarily in making wigs, switches, braids, puffs, and related articles made largely from human hair but in some cases from mohair or other animal hair. The Census of Manufactures reports a preliminary value of products for this industry of $2,738,000 in 1935.

Notes:
(a) - Includes $88,000 purchased merchandise sold without processing.
(b) - Sales negotiated through agents, brokers, and commission houses omitted to avoid disclosure of individual operations.
(c) - Includes 11 full-time and part-time officers and employees, receiving $20,000, who were reported to the Census of Manufactures as engaged in production.

Hand Stamps and Stencils and Brands

The plants in this classification are engaged primarily in making rubber and metal stamps, dies, seals, and presses; steel letters and figures; check protectors, date and time stamps; copper and brass stamps for marking textiles; numbering machines; stencils for use in painting or marking or in addressing machines; and branding irons. The Census of Manufactures reports a preliminary value of products for this industry of $9,338,000 in 1935.

Notes:
(a) - Includes $1,190,000 purchased merchandise sold without processing.
(b) - Includes $2,000 transferred to other plants in own organization by 1 plant, excluded in computing expense ratio.
(c) - Includes 208 full-time and part-time officers and employees, receiving $346,000, who were reported to the Census of Manufactures as engaged in production.

CENSUS OF BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - MISCELLANEOUS

(Values expressed in thousands of dollars)

Channels of Primary Distribution	Dentists' Equipment and Supplies	Feathers, Plumes Etc.	Foundry Supplies	Furs, Dressed and Dyed	Hair Work	Hand Stamps, Stencils Etc.
Total Net Sales for Industry	(a) $26,972	(a) $1,743	(a) $6,979	(a) $9,452	(a) $5,057	(a) $10,516
Total Number of Plants	87	72	43	(b) 53	41	274
To own wholesale branches	$12,960	--	(b)	(c)	--	$524
Percent of total sales	48.1	--			--	5.0
Number of plants selling	14	--			--	6
To industrial and other large users	$2,436	$727	$5,299	$4,145	$1,018	$5,349
Percent of total sales	9.0	41.7	75.9	43.8	20.1	50.8
Number of plants selling	30	33	34	24	9	180
To wholesalers and jobbers	$6,439	$567	$1,680	$4,763	$1,443	$2,096
Percent of total sales	23.9	32.5	24.1	50.4	28.5	19.9
Number of plants selling	46	38	24	32	12	103
To own retail stores	--	--	--	--	--	$158
Percent of total sales	--	--	--	--	--	1.5
Number of plants selling	--	--	--	--	--	13
To retailers (including chain stores)	$4,650	$449	--	$544	$2,303	$1,779
Percent of total sales	17.2	25.8	--	5.8	45.6	16.9
Number of plants selling	30	15	--	8	14	113
To household consumers	--	--	--	--	$293	$483
Percent of total sales	--	--	--	--	5.8	4.6
Number of plants selling	--	--	--	--	14	38
Total Distributed Sales	$26,485	$1,743	$6,979	$9,452	$5,057	$10,389
Transfer to other plants in same organization	--	--	(c)	(d)	--	$23
Percent of total sales	--	--			--	0.3
Number of plants selling	--	--			--	4
Sales not allocated to usual channels	$487	--	--	--	--	$104
Percent of total sales	1.8	--	--	--	--	1.0
Number of plants	15	--	--	--	--	12
Sales negotiated through agents, brokers, and commission houses: (Incl. above)	$66	$27	$1,755	(e)	(b)	$206
Percent of total sales	0.2	1.5	25.1			2.0
Number of plants using	5	9	13			27
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	36	33	26	26	16	95
Total net sales	$11,292	$862	$3,215	$6,030	$2,696	(b) $5,662
Total expenses	$1,976	$157	$543	$559	$470	$1,138
Percent of net sales	17.5	18.2	16.9	9.3	17.5	20.1
Pay roll	$728	$100	$277	$257	$194	$640
Other expenses	$1,248	$57	$266	$302	$276	$498
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	58	55	30	38	27	183
Total employees	304	77	106	98	120	474
Male	213	58	88	91	55	370
Female	91	19	18	7	65	104
Total pay roll	(b) $730	(b) $109	(d) $287	(f) $302	(c) $199	(c) $728

FOR COMPARISON	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Percent of Distributed Sales to:												
Own wholesale branches	48.9	No comparable information	--	No comparable information	--	(b)	--	No comparable information	--	No comparable information	5.0	1.3
Industrial users	9.2		41.7		75.9	83.7	43.8		20.1		51.6	53.0
Wholesalers and jobbers	24.3		32.5		24.1	16.3	50.4		28.5		20.2	22.1
Own retail stores	--		--		--	--	--		--		1.5	--
Retailers	17.6		25.8		--	--	5.8		45.6		17.1	23.6
Household consumers	--		--		--	--	--		5.8		4.6	--

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

MISCELLANEOUS

Number of Plants
2,287 (1)

INDUSTRY (*)- Fur Goods

Total Sales Reported
$147,769,000 (2)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$147,769	100.0	xxxxx	2,287		xxxxx	2,704	
To own wholesale branches	2,349	1.6	1.6	13	12	1.0	9	9
To industrial and other large users	20,489	13.9	14.0	417	365	18.0	535	388
To wholesalers and jobbers	42,976	29.1	29.4	983	782	34.6	1,060	678
To own retail stores	5,060	3.4	3.5	55	39	1.8	24	16
To retailers (including chain stores)	61,215	41.4	41.8	854	608	30.2	657	284
To household consumers	14,143	9.6	9.7	276	182	14.4	884	608
Total Distributed Sales	146,232	99.0	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	--	--	xxxxx	--	--	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	1,537	1.0	xxxxx	22	14			
Sales negotiated through agents, brokers, and commission houses	6,974	4.7	xxxxx	361	13			

(*) - The plants in this classification are engaged primarily in making fur garments, robes, trimmings, and other fur and fur-lined goods. (The dressing and dyeing of furs is a separate industry classification.) The Census of Manufactures reports a preliminary value of products for this industry of $143,784,000 in 1935.

(1) - In addition, there were 140 plants in this industry which made no sales but performed contract work on materials owned by others, receiving $2,152,000 for their services.

(2) - Includes $4,283,000 purchased merchandise sold without processing and $3,678,000 received for repair work performed at plants and the processing of materials owned by others.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	2,020	$136,332	$14,625	xxxxx	$7,296	xxxxx	$7,329	xxxxx	3,062	852	3,914
Pay roll only	108	9,853	461	4.7	461	4.7	xxxxx	xxxxx	237	43	280
Other expense only	701	29,262	1,874	6.4	xxxxx	xxxxx	1,874	6.4	xxxxx	xxxxx	xxxxx
Pay roll and other expense	1,211	97,217	12,290	12.6	6,835	7.0	5,455	5.6	2,825	809	3,634

(a) - Includes 2,024 full-time and part-time officers and employees, receiving $3,904,000, who were reported to the Census of Manufactures as engaged in production.

The figures in these tables differ slightly from those contained in the report for this industry dated January 8, 1937 due to subsequent changes in classification of individual plants by the Census of Manufactures.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

MISCELLANEOUS

Number of Plants
274

INDUSTRY (*)- Instruments and Apparatus, Professional, Scientific, Commercial and Industrial

Total Sales Reported
$71,397,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$71,397	100.0	xxxxx	274		xxxxx		
To own wholesale branches	9,727	13.6	14.4	16	7			
To industrial and other large users	41,013	57.4	60.5	165	67			
To wholesalers and jobbers	11,993	16.8	17.7	148	59			
To own retail stores	238	0.3	0.4	9	2			
To retailers (including chain stores)	4,178	5.9	6.2	62	14			
To household consumers	536	0.8	0.8	18	--			
Total Distributed Sales	67,685	94.8	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	1,716	2.4	xxxxx	9	1	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	1,996	2.8	xxxxx	29	4			
Sales negotiated through agents, brokers, and commission houses	2,141	3.0	xxxxx	47	3			

(*) - The plants in this classification are engaged primarily in making instruments such as those used by surgeons and surveyors; in navigation; for laboratory work, etc., and commercial and industrial measuring and control apparatus, such as meters and gauges (except machinists' gauges), controls, pyrometers, speedometers, etc. (Dental instruments are assigned to the "Dentists' equipment and supplies" industry; electric meters and other devices primarily for electrical use are classified in the "Electrical machinery apparatus and supplies" industry; and optical instruments are assigned to the "Optical goods" industry). The Census of Manufactures reports a preliminary value of products for this industry of $68,344,000 in 1935.

(1) - Includes $2,653,000 purchased merchandise sold without processing and $1,005,000 received for repair work performed at plants.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	187	$55,448(b)	$7,363	xxxxx	$3,631	xxxxx	$3,732	xxxxx	991	419	1,410
Pay roll only	13	5,598	440	8.2	440	8.2	xxxxx	xxxxx	127	54	181
Other expense only	46	2,496	189	7.7	xxxxx	xxxxx	189	7.7	xxxxx	xxxxx	xxxxx
Pay roll and other expense	128	47,354	6,734	14.5	3,191	6.9	3,543	7.6	864	365	1,229

(a) - Includes 443 full-time and part-time officers and employees, receiving $1,022,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $1,204,000 transferred to other plants in own organizations by 6 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NOTES FOR TABLE ON PAGE .197

Jewelry and Instrument Cases

The plants in this classification are engaged primarily in making cases, trays, and fancy boxes for jewelry, instruments, cutlery, eyeglasses, combs, compasses, cigarettes, pipes, toilet sets, etc. The Census of Manufactures reports a preliminary value of products for this industry of $6,363,000 in 1935.

Notes:

(a) - Includes $22,000 purchased merchandise sold without processing.
(b) - Sales to own wholesale branches combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.
(c) - Sales not allocated to usual channels combined with sales to industrial users to avoid disclosure of individual operations.
(d) - Sales negotiated through agents, brokers, and commission houses omitted to avoid disclosure of individual operations.
(e) - Includes 59 full-time and part-time officers and employees, receiving $164,000, who were reported to the Census of Manufactures as engaged in production.

Lapidary Work

The plants in this classification are engaged primarily in the cutting, recutting, polishing, and setting of diamonds and other precious and semiprecious stones, and the drilling of pearls; the preparation of jewels for watches and chronometers and for surveyors' instruments; and the preparation of real and imitation stones for emblems. The Census of Manufactures reports a preliminary value of products for this industry of $2,050,000 in 1935.

Notes:

(a) - Includes $27,000 received for processing materials owned by others.
(b) - Sales negotiated through agents, brokers, and commission houses omitted to avoid disclosure of individual operations.
(c) - Includes 20 full-time and part-time officers and employees, receiving $40,000, who were reported to the Census of Manufactures as engaged in production.

Models and Patterns, Not Including Paper Patterns

The plants in this classification are engaged primarily in making patterns and models for use in making matrices or molds for casting metal or for making brick, glassware, etc.; and of hat blocks, wax figures, dress and show forms, and similar commodities. The Census of Manufactures reports a preliminary value of products for this industry of $15,297,000 in 1935.

Notes:

(a) - Includes $65,000 purchased merchandise sold without processing and $37,000 received for services performed on materials owned by others.
(b) - Transfers to other plants in same organization combined with sales to industrial users to avoid disclosure of individual operations.
(c) - Includes 134 full-time and part-time officers and employees, receiving $282,000, who were reported to the Census of Manufactures as engaged in production.
(d) - In 1929, sales to retailers were combined with sales to wholesalers and jobbers because of incomplete reports.

Musical Instrument Parts and Materials: Piano and Organ

The plants in this classification are engaged primarily in making piano and organ parts and materials, for sale as such. The commodities made include piano strings, plates, keys, actions, keyboards, cases, back frames, pedal attachments, hammers, sounding boards, legs, and bridges; organ reeds, pipes, stops, knobs, and reed boards; and perforated music rolls. The Census of Manufactures reports a preliminary value of products for this industry of $3,186,000 in 1935.

Notes:

(a) - Includes $26,000 purchased merchandise sold without processing.
(b) - Sales to household consumers combined with sales to retailers to avoid disclosure of individual operations.
(c) - Sales negotiated through agents, brokers and commission houses not shown to avoid disclosure of individual operations.
(d) - Includes 16 full-time and part-time officers and employees, receiving $40,000, who were reported to the Census of Manufactures as engaged in production.

Musical Instruments, Parts and Materials

The plants in this classification are engaged primarily in making all kinds of complete musical instruments other than pianos and organs, and parts and materials for such instruments. The Census of Manufactures reports a preliminary value of products for this industry of $9,060,000 in 1935.

Notes:

(a) - Includes $170,000 purchased merchandise sold without processing and $40,000 received for repair work performed at plants.
(b) - Includes 141 full-time and part-time officers and employees, receiving $221,000, who were reported to the Census of Manufactures as engaged in production.

Musical Instruments: Organs

The plants in this classification are engaged primarily in making complete pipe organs and reed organs. The Census of Manufactures reports a preliminary value of products for this industry of $1,699,000 in 1935.

Notes:

(a) - Includes $44,000 purchased merchandise sold without processing and $135,000 received for repair work performed at plants.
(b) - Chiefly sales to churches and institutions.
(c) - Sales to own retail stores combined with sales to retailers to avoid disclosure of individual operations.
(d) - Sales not allocated to usual channels combined with sales to industrial users to avoid disclosure of individual operations.
(e) - Includes 29 full-time and part-time officers and employees, receiving $38,000, who were reported to the Census of Manufactures as engaged in production.

CENSUS OF BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - MISCELLANEOUS

(Values expressed in thousands of dollars)

Channels of Primary Distribution	Jewelry and Instrument Cases	Lapidary Work	Models and Patterns	Musical Instruments Parts and Materials, Piano and Organ	Musical Instruments Parts and Materials not Elsewhere Classified	Musical Instruments-Organs
Total Net Sales for Industry	(a) $6,700	(a) $1,964	(a) $15,112	(a) $3,133	(a) $9,507	(a) $3,078
Total Number of Plants	73	52	584	32	94	31
To own wholesale branches	(b)	--	--	--	--	--
Percent of total sales		--	--	--	--	--
Number of plants selling		--	--	--	--	--
To industrial and other large users	$1,443	$616	$14,223	$2,306	$328	(b) $1,321
Percent of total sales	21.5	31.4	94.0	73.6	3.5	42.9
Number of plants selling	23	13	572	24	15	25
To wholesalers and jobbers	$4,211	$1,086	$813	$609	$3,824	$29
Percent of total sales	62.9	55.3	5.4	19.4	40.2	0.9
Number of plants selling	44	34	26	11	63	4
To own retail stores	--	--	--	--	--	(c)
Percent of total sales	--	--	--	--	--	
Number of plants selling	--	--	--	--	--	
To retailers (including chain stores)	$1,046	$262	$53	$218	$3,934	$1,440
Percent of total sales	15.6	13.3	0.4	7.0	41.4	46.8
Number of plants selling	20	9	7	10	42	5
To household consumers	--	--	--	(b)	$518	$288
Percent of total sales	--	--	--		5.4	9.4
Number of plants selling	--	--	--		31	9
Total Distributed Sales	$6,700	$1,964	$15,089	$3,133	$8,604	$3,078
Transfer to other plants in same organization	--	--	(b)	--	--	--
Percent of total sales	--	--		--	--	--
Number of plants selling	--	--		--	--	--
Sales not allocated to usual channels	(c)	--	$23	--	$903	(d)
Percent of total sales		--	0.2	--	9.5	
Number of plants		--	11	--	10	
Sales negotiated through agents, brokers, and commission houses: (Incl. above)	(d)	(b)	$60	(c)	$417	$171
Percent of total sales			0.4		4.4	5.6
Number of plants using			9		12	6
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	33	17	120	12	41	11
Total net sales	$4,672	$1,030	$3,989	$1,157	$7,671	$2,478
Total expenses	$632	$120	$801	$125	$1,324	$438
Percent of net sales	13.5	11.6	20.1	10.8	17.3	17.7
Pay roll	$373	$63	$441	$64	$504	$271
Other expenses	$259	$57	$360	$61	$820	$167
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	49	31	294	26	65	18
Total employees	175	36	299	29	306	174
Male	122	29	255	22	165	142
Female	53	7	44	7	141	32
Total pay roll	(e) $381	(c) $65	(c) $518	(d) $76	(b) $512	(e) $278

FOR COMPARISON	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Percent of Distributed Sales to:		No comparable information		No comparable information				No comparable information				No comparable information
Own wholesale branches	--		--		--	--	--		--	--	--	
Industrial users	21.5		31.4		94.2	94.5	73.6		3.8	4.1	42.9	
Wholesalers and jobbers	62.9		55.3		5.4	5.5	19.4		44.4	40.1	0.9	
Own retail stores	--		--		--	--	--		--	7.9	--	
Retailers	15.6		13.3		0.4	(d)	7.0		45.8	32.2	46.8	
Household consumers	--		--		--	--	--		6.0	15.7	9.4	

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NOTES FOR TABLE ON PAGE 199

Musical Instruments: Pianos

The plants in this classification are engaged primarily in making complete pianos, with or without player attachments. The Census of Manufactures reports a preliminary value of products for this industry of $12,688,000 in 1935.

Notes:

(a) - Includes $122,000 purchased merchandise sold without processing and $23,000 received for repair work performed at plants.
(b) - Sales to own wholesale branches combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.
(c) - Includes 382 full-time and part-time officers and employees, receiving $445,000, who were reported to the Census of Manufactures as engaged in production.
(d) - In 1929, sales to household consumers were combined with sales to industrial users to avoid disclosure of individual operations.

Paving Materials: Blocks (except brick and stone) and Mixtures

The plants in this classification are engaged primarily in making paving blocks and other paving materials for streets and sidewalks such as asphalt compounds, asphaltic concrete, emulsified asphalt, coal-tar paving materials, crushed slag, and mixtures of asphalt. The Census of Manufactures reports a preliminary value of products for this industry of $17,885,000 in 1935.

Notes:

(a) - Includes $1,600,000 purchased merchandise sold without processing.
(b) - Includes $303,000 transferred to other plants in own organizations by 9 plants, excluded in computing expense ratio.
(c) - Includes 121 full-time and part-time officers and employees, receiving $209,000, who were reported to the Census of Manufactures as engaged in production.

Pencils, Lead (including mechanical), and Crayons

The plants in this classification are engaged primarily in making complete lead pencils, wood and metal; pencils with removable holders and removable leads; holders and leads manufactured separately; and marking crayons. The Census of Manufactures reports a preliminary value of products for this industry of $19,999,000 in 1935.

Notes:

(a) - Includes $1,070,000 purchased merchandise sold without processing.
(b) - Includes 292 full-time and part-time officers and employees, receiving $528,000, who were reported to the Census of Manufactures as engaged in production.

Pens, Fountain and Stylographic; Pen Points, Gold, Steel, and Brass

The plants in this classification are engaged primarily in making complete fountain pens, stylographic pens, and ink pencils; rubber holders and other parts; gold pens; steel and other metal pens. The Census of Manufactures reports a preliminary value of products for this industry of $17,888,000 in 1935.

Notes:

(a) - Includes $42,000 purchased merchandise sold without processing and $491,000 received for processing materials owned by others and for repair work performed at plants.
(b) - Sales to own wholesale branches combined with sales to wholesalers and jobbers; sales to own retail stores combined with sales to retailers; and sales to household consumers combined with sales not allocated to usual channels, all to avoid disclosure of individual operations.
(c) - Includes 289 full-time and part-time officers and employees, receiving $206,000, who were reported to the Census of Manufactures as engaged in production.
(d) - In 1929, sales to own wholesale branches were combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.

Pipes (tobacco)

The plants in this classification are engaged primarily in making tobacco pipes from brier, meerschaum, composition, corn cobs, and clay, with mouthpieces of amber, rubber, celluloid, ivory, and other materials. The Census of Manufactures reports a preliminary value of products for this industry of $6,176,000 in 1935.

Notes:

(a) - Includes $86,000 purchased merchandise sold without processing.
(b) - Sales negotiated through agents, brokers, and commission houses omitted to avoid disclosure of individual operations.
(c) - Includes 16 full-time and part-time officers and employees, receiving $54,000, who were reported to the Census of Manufactures as engaged in production.

Roofing, Built-Up and Roll; Asphalt Shingles; and Roof Coatings Other Than Paint

The plants in this classification are engaged primarily in making asphalt and other saturated felts, in rolls or in shingle form, either smooth or faced with grit, for roofing purposes; and roofing cements and coatings (except paint). (This industry does not include the production of asbestos shingles and flexible roofing, which are assigned to the "Asbestos products" industry.) The Census of Manufactures reports a preliminary value of products for this industry of $76,173,000 in 1935.

Notes:

(a) - Includes $3,118,000 purchased merchandise sold without processing.
(b) - Includes $1,350,000 transferred to other plants in own organizations by 9 plants, excluded in computing expense ratio.
(c) - Includes 147 full-time and part-time officers and employees, receiving $259,000, who were reported to the Census of Manufactures as engaged in production.

CENSUS OF BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - MISCELLANEOUS

(Values expressed in thousands of dollars)

Channels of Primary Distribution	Musical Instruments; Pianos	Paving Materials	Pencils and Crayons	Pens	Pipes (tobacco)	Roofing
Total Net Sales for Industry	(a) $11,561	(a) $17,955	(a) $20,050	(a) $18,539	(a) $6,156	(a) $80,620
Total Number of Plants	36	129	47	52	29	106
To own wholesale branches	(b)	$5,749	$424	(b)	--	$38,279
Percent of total sales		32.0	2.1		--	47.5
Number of plants selling		25	3		--	34
To industrial and other large users	$118	$10,587	$2,033	$1,092	--	$6,259
Percent of total sales	1.0	59.1	10.1	5.9	--	7.8
Number of plants selling	3	104	22	18	--	32
To wholesalers and jobbers	$2,202	$378	$9,211	$7,043	$4,189	$25,564
Percent of total sales	19.1	2.1	46.0	38.0	68.0	31.7
Number of plants selling	10	10	31	31	24	43
To own retail stores	$1,092	--	--	(b)	--	--
Percent of total sales	9.4	--	--		--	--
Number of plants selling	13	--	--		--	--
To retailers (including chain stores)	$5,196	$62	$4,813	$9,784	$1,967	$5,708
Percent of total sales	45.0	0.3	24.0	52.8	32.0	7.1
Number of plants selling	20	6	17	28	18	27
To household consumers	$387	$92	$30	(b)	--	$754
Percent of total sales	3.3	0.5	0.1		--	0.9
Number of plants selling	7	4	3		--	16
Total Distributed Sales	$8,995	$16,868	$16,511	$17,919	$6,156	$76,564
Transfer to other plants in same organization	--	$941	--	--	--	$3,877
Percent of total sales	--	5.2	--	--	--	4.8
Number of plants selling	--	19	--	--	--	21
Sales not allocated to usual channels	$2,566	$146	$3,539	$620	--	$179
Percent of total sales	22.2	0.8	17.7	3.3	--	0.2
Number of plants	4	5	7	10	--	3
Sales negotiated through agents, brokers, and commission houses: (Incl. above)	--	$384	$1,893	$927	(b)	$250
Percent of total sales	--	2.1	9.4	5.0		0.3
Number of plants using	--	5	9	7		7
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	19	35	23	23	13	40
Total net sales	$6,164	(b) $5,240	$15,582	$12,336	$3,375	(b) $32,597
Total expenses	$1,169	$901	$3,144	$3,060	$445	$4,353
Percent of net sales	19.0	17.4	20.2	24.8	13.2	13.9
Pay roll	$635	$446	$1,288	$1,078	$228	$2,112
Other expenses	$534	$455	$1,856	$1,982	$217	$2,241
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	22	58	38	41	23	61
Total employees	446	280	791	589	107	786
Male	408	256	623	309	91	653
Female	38	24	168	280	16	133
Total pay roll	(c) $652	(c) $485	(b) $1,228	(c) $1,086	(c) $259	(c) $2,167

FOR COMPARISON	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Percent of Distributed Sales to:												
Own wholesale branches	--	5.6	34.1	No Comparable Information	2.6	No Comparable Information	--	(d)	--	--	49.9	No Comparable Information
Industrial users	1.3	8.4	62.8		12.3		6.1	2.3	--	--	8.2	
Wholesalers and jobbers	24.5	10.4	2.2		55.7		39.3	23.6	68.0	83.2	33.4	
Own retail stores	12.1	21.0	--		--		--	--	--	--	--	
Retailers	57.8	54.6	0.4		29.2		54.6	74.1	32.0	16.8	7.5	
Household consumers	4.3	(d)	0.5		0.2		--	--	--	--	1.0	

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

MISCELLANEOUS

Number of Plants
823

INDUSTRY (*)- Mattresses and Bedsprings, Not Elsewhere Classified

Total Sales Reported
$89,607,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$89,607	100.0	xxxxx	823		xxxxx		
To own wholesale branches	1,487	1.7	1.8	11	3			
To industrial and other large users	6,549	7.3	7.9	116	17			
To wholesalers and jobbers	7,022	7.8	8.5	166	61			
To own retail stores	1,347	1.5	1.6	44	22			
To retailers (including chain stores)	62,792	70.1	75.9	587	325			
To household consumers	3,565	4.0	4.3	261	71			
Total Distributed Sales	82,782	92.4	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	5,579	6.2	xxxxx	4	3	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	1,246	1.4	xxxxx	22	17			
Sales negotiated through agents, brokers, and commission houses	3,038	3.4	xxxxx	33	5			

(*) - The plants in this classification are engaged primarily in making mattresses with or without inner springs; pads filled with hair, cotton, felt, moss, or similar materials; wire springs for use on beds, couches, and cots; and spring cushions. (Individual spiral springs are classified under "Wirework not elsewhere classified".) The Census of Manufactures reports a preliminary value of products for this industry of $84,811,000 in 1935.

(1) - Includes $3,259,000 purchased merchandise sold without processing and $803,000 received for repair work performed at plants and for processing materials owned by others.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	641	$75,599(b)	$9,121	xxxxx	$4,201	xxxxx	$4,920	xxxxx	1,754	401	2,155
Pay roll only	77	5,393	335	6.2	335	6.2	xxxxx	xxxxx	188	31	219
Other expense only	220	10,363	947	9.1	xxxxx	xxxxx	947	9.1	xxxxx	xxxxx	xxxxx
Pay roll and other expense	344	59,843	7,839	13.1	3,866	6.5	3,973	6.6	1,566	370	1,936

(a) - Includes 588 full-time and part-time officers and employees, receiving $1,117,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $19,000 transferred to other plants in own organization by 1 plant, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

MISCELLANEOUS

Number of Plants
622

INDUSTRY (*)- Miscellaneous Articles, Not Elsewhere Classified

Total Sales Reported
$48,895,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$48,895	100.0	xxxxx	622		xxxxx	804	
To own wholesale branches	(a)	--	--	--	--	2.0	27	16
To industrial and other large users	8,097	16.6	16.8	177	114	14.8	213	101
To wholesalers and jobbers	16,255	33.2	33.7	286	156	38.6	372	172
To own retail stores	(a)	--	--	--	--	--	--	--
To retailers (including chain stores)	23,471	48.0	48.8	312	184	44.6	437	220
To household consumers	355	0.7	0.7	23	4	--	--	--
Total Distributed Sales	48,178	98.5	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	--	--	xxxxx	--	--	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	717	1.5	xxxxx	16	9			
Sales negotiated through agents, brokers, and commission houses	3,439	7.0	xxxxx	86	12			

(a) - Sales to own wholesale branches combined with sales to wholesalers and jobbers, and sales to own retail stores combined with sales to retailers, both to avoid disclosure of individual operations.

(*) - The plants in this classification are engaged primarily in making beaded articles, celluloid novelties, art novelties, holiday goods, photojewelry and buttons, inlaid veneer work, silk watch chains, burnt-wood articles, lamp shades, bric-a-brac, composition ornaments, needle and pin hooks, decalcomania work, (when not on china or glass), and many other miscellaneous small articles not covered by distinct classifications, such as ivory, shell, and bone work. The Census of Manufactures reports a preliminary value of products for this industry of $49,647,000 in 1935.

(1) - Includes $569,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	493	$41,642	$6,243	xxxxx	$2,939	xxxxx	$3,304	xxxxx	1,169	469	1,638
Pay roll only	44	2,622	169	6.4	169	6.4	xxxxx	xxxxx	92	23	115
Other expense only	157	7,272	677	9.3	xxxxx	xxxxx	677	9.3	xxxxx	xxxxx	xxxxx
Pay roll and other expense	292	31,748	5,397	17.0	2,770	8.7	2,627	8.3	1,077	446	1,523

(a) - Includes 510 full-time and part-time officers and employees, receiving $931,000, who were reported to the Census of Manufactures as engaged in production.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

NOTES FOR TABLE ON PAGE Page 203

Soda Fountains and Accessories

The plants in this classification are engaged primarily in making complete soda fountains, tanks, siphons, and other parts and accessories. The Census of Manufactures reports a preliminary value of products for this industry of $8,214,000 in 1935.

Notes:

(a) - Includes $170,000 purchased merchandise sold without processing.
(b) - Sales to own wholesale branches combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.
(c) - Includes $243,000 transferred to other plants in own organizations by 2 plants, excluded in computing expense ratio.
(d) - Includes 82 full-time and part-time officers and employees, receiving $160,000, who were reported to the Census of Manufactures as engaged in production.

Steam and Other Packing, Pipe and Boiler Covering, and Gaskets, Not Elsewhere Classified

The plants in this classification are engaged primarily in making packing for use in stuffing boxes of steam engines, in pipe joints of many kinds, and in air compressors; gaskets for internal-combustion engines; heat-insulating materials for use as covering on boilers, steam and hot-water pipes, ammonia pipes in refrigerating plants, etc. The Census of Manufactures reports a preliminary value of products for this industry of $24,258,000 in 1935.

Notes:

(a) - Includes $2,116,000 purchased merchandise sold without processing.
(b) - Includes $107,000 transferred to other plants in own organizations by 2 plants, excluded in computing expense ratio.
(c) - Includes 247 full-time and part-time officers and employees, receiving $447,000, who were reported to the Census of Manufactures as engaged in production.

Surgical and Orthopedic Appliances, and Related Products

The plants in this classification are engaged primarily in making surgical appliances (not including surgical instruments) such as trusses, braces, belts, and other orthopedic devices; bandages, dressings, and prepared gauze; douches, pneumatic splints, eardrums, sutures, etc.; artificial legs, arms, hands, and feet; and crutches. (Surgical instruments are classified in the "Instruments, professional and scientific, and gauges, except machinists' gauges" industry.) The Census of Manufactures reports a preliminary value of products for this industry of $61,764,000 in 1935.

Notes:

(a) - Includes $1,556,000 purchased merchandise sold without processing and $855,000 received for repair work performed at plants.
(b) - Includes $2,077,000 transferred to other plants in own organizations by 6 plants, excluded in computing expense ratio.
(c) - Includes 525 full-time and part-time officers and employees, receiving $1,218,000, who were reported to the Census of Manufactures as engaged in production.

Theatrical Scenery and Stage Equipment

The plants in this classification are engaged primarily in making scenery and curtains for theaters, halls, and schools; stage hardware and equipment, other than electrical; and floats for street pageants. (Plants engaged in the manufacture of electrical stage equipment are classified in the "Electrical machinery, apparatus, and supplies" industry.) The Census of Manufactures reports a preliminary value of products for this industry of $1,937,000 in 1935.

Notes:

(a) - Includes $15,000 purchased merchandise sold without processing and $26,000 received for repair work performed at plants.
(b) - Includes 41 full-time and part-time officers and employees, receiving $112,000, who were reported to the Census of Manufactures as engaged in production.

Umbrellas, Parasols and Canes

The plants in this classification are engaged primarily in making umbrellas, parasols, and canes; and frames, handles, cases and other parts. The Census of Manufactures reports a preliminary value of products for this industry of $10,086,000 in 1935.

Notes:

(a) - Includes $165,000 purchased merchandise sold without processing and $116,000 received for repair work performed at plants.
(b) - Includes 85 full-time and part-time officers and employees, receiving $112,000, who were reported to the Census of Manufactures as engaged in production.
(c) - In 1929, sales to own wholesale branches were combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.

Window Shades and Fixtures

The plants in this classification are engaged primarily in making window shades, window-shade rollers, and fixtures; and curtain poles, rods, and fixtures. The Census of Manufactures reports a preliminary value of products for this industry of $20,324,000 in 1935.

Notes:

(a) - Includes $1,953,000 purchased merchandise sold without processing and $138,000 received for repair work performed at plants and for processing materials owned by others.
(b) - Includes $468,000 transferred to other plants in own organizations by 3 plants, excluded in computing expense ratio.
(c) - Includes 405 full-time and part-time officers and employees, receiving $672,000, who were reported to the Census of Manufactures as engaged in production.

CENSUS OF
BUSINESS

DISTRIBUTION OF MANUFACTURERS' SALES: 1935
TABLE 3 - SALES FROM PLANTS, AND DISTRIBUTION EXPENSES

Industry Group - MISCELLANEOUS

(Values expressed in thousands of dollars)

Channels of Primary Distribution	Soda Fountains and Accessories	Steam and Other Packing	Surgical and Orthopedic Appliances	Theatrical Scenery Etc.	Umbrellas, Parasols and Canes	Window Shades and Fixtures
Total Net Sales for Industry	(a) $7,443	(a) $26,776	(a) $67,365	(a) $2,021	(a) $10,209	(a) $22,285
Total Number of Plants	47	122	304	48	83	316
To own wholesale branches	(b)	$1,486	$3,499	--	--	$1,105
Percent of total sales		5.5	5.2	--	--	5.0
Number of plants selling		9	5	--	--	8
To industrial and other large users	$3,258	$14,280	$14,075	$1,370	$691	$3,770
Percent of total sales	43.8	53.4	20.9	67.8	6.8	16.9
Number of plants selling	31	89	74	39	4	65
To wholesalers and jobbers	$3,575	$9,397	$27,170	$407	$2,807	$4,085
Percent of total sales	48.0	35.1	40.3	20.1	27.5	18.3
Number of plants selling	19	63	82	7	28	73
To own retail stores	--	--	$878	--	$58	$1,122
Percent of total sales	--	--	1.3	--	0.6	5.0
Number of plants selling	--	--	22	--	4	13
To retailers (including chain stores)	$333	$754	$13,539	$244	$6,187	$8,001
Percent of total sales	4.5	2.8	20.1	12.1	60.5	36.0
Number of plants selling	5	19	99	4	58	123
To household consumers	--	$81	$4,989	--	$466	$2,997
Percent of total sales	--	0.3	7.4	--	4.6	13.4
Number of plants selling	--	8	147	--	6	181
Total Distributed Sales	$7,166	$25,998	$64,150	$2,021	$10,209	$21,080
Transfer to other plants in same organization	$277	$440	$2,098	--	--	$1,020
Percent of total sales	3.7	1.6	3.1	--	--	4.6
Number of plants selling	4	7	8	--	--	4
Sales not allocated to usual channels	--	$338	$1,117	--	--	$185
Percent of total sales	--	1.3	1.7	--	--	0.8
Number of plants	--	5	17	--	--	7
Sales negotiated through agents, brokers, and commission houses: (Incl. above)	$938	$1,504	$1,267	$52	$580	$395
Percent of total sales	12.6	5.6	1.9	2.6	5.7	1.8
Number of plants using	2	23	25	7	11	15
Distribution Expenses of Plants Reporting in Full						
Number of plants reporting	25	63	109	20	43	146
Total net sales	(c) $4,322	(b) $17,838	(b) $56,593	$1,181	$6,926	(b) $14,073
Total expenses	$739	$2,530	$7,381	$249	$701	$2,303
Percent of net sales	18.1	14.3	13.5	21.1	10.1	16.9
Pay roll	$364	$1,124	$2,609	$149	$448	$1,317
Other expenses	$375	$1,406	$4,772	$100	$253	$986
Total Reported Distribution Employees and Pay Roll						
Number of plants reporting	37	80	179	33	66	244
Total employees	180	480	1,161	71	252	810
Male	139	351	913	50	183	593
Female	41	129	248	21	69	217
Total pay roll	(d) $381	(c) $1,139	(c) $2,636	(b) $156	(b) $493	(c) $1,380

FOR COMPARISON	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929	1935	1929
Percent of Distributed Sales to:												
Own wholesale branches	--	No comparable information	5.7	No comparable information	5.5	1.5	--	No comparable information	--	(c)	5.2	18.6
Industrial users	45.5		55.0		21.9	28.1	67.8		6.8	13.4	17.9	15.0
Wholesalers and jobbers	49.9		36.1		42.3	30.8	20.1		27.5	22.6	19.4	12.9
Own retail stores	--		--		1.4	--	--		0.6	--	5.3	--
Retailers	4.6		2.9		21.1	31.4	12.1		60.5	63.4	38.0	34.8
Household consumers	--		0.3		7.8	8.2	--		4.6	0.6	14.2	18.7

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

MISCELLANEOUS

Number of Plants
100

INDUSTRY (*)- Optical Goods

Total Sales Reported
$35,292,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$35,292	100.0	xxxxx	100		xxxxx	117	
To own wholesale branches	10,543	29.9	31.3	7	3	(a)	--	--
To industrial and other large users	5,103	14.5	15.1	21	5	22.0	27	8
To wholesalers and jobbers	14,007	39.6	41.5	70	36	66.3	72	33
To own retail stores	(b)	--	--	--	--	--	--	--
To retailers (including chain stores)	3,910	11.1	11.6	42	12	10.9	52	19
To household consumers	170	0.5	0.5	10	3	0.8	12	5
Total Distributed Sales	33,733	95.6	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	(b)	--	xxxxx	--	--	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	1,559	4.4	xxxxx	10	2			
Sales negotiated through agents, brokers, and commission houses	665	1.9	xxxxx	11	--			

(a) - Sales to own wholesale branches were combined with sales to wholesalers and jobbers to avoid disclosure of individual operations.

(b) - Sales to own retail stores combined with sales to household consumers and transfers to other plants in own organization, combined with sales to industrial users to avoid disclosure of individual operations.

(*) - The plants in this classification are engaged primarily in making eyeglasses, frames, and mountings, goggles, microscopes, telescopes, opera glasses, ophthalmic instruments and apparatus, optometers, photomicro and micro-projection apparatus, refractometers, spectrometers, optical measuring instruments, range finders, fire-control apparatus, photographic and projection lenses and prisms and lenses for other purposes, and optical glass, machinery, and tools. The Census of Manufactures reports a preliminary value of products for this industry of $33,600,000 in 1935.

(1) - Includes $1,027,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	75	$31,809	$4,251	xxxxx	$1,673	xxxxx	$2,578	xxxxx	522	352	874
Pay roll only	7	304	28	9.3	28	9.3	xxxxx	xxxxx	12	2	14
Other expense only	12	802	38	4.8	xxxxx	xxxxx	38	4.8	xxxxx	xxxxx	xxxxx
Pay roll and other expense	56	30,703	4,185	13.6	1,645	5.4	2,540	8.2	510	350	860

(a) - Includes 373 full-time and part-time officers and employees, receiving $640,000, who were reported to the Census of Manufactures as engaged in production.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

MISCELLANEOUS

Number of Plants	INDUSTRY (*)- Signs and Advertising Novelties	Total Sales Reported
1,081		$67,688,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$67,688	100.0	xxxxx	1,081		xxxxx		
To own wholesale branches	268	0.4	0.4	3	1			
To industrial and other large users	55,459	81.8	82.5	959	848			
To wholesalers and jobbers	7,499	11.1	11.2	163	69			
To own retail stores	--	--	--	--	--			
To retailers (including chain stores)	3,828	5.7	5.7	96	32			
To household consumers	145	0.2	0.2	11	1			
Total Distributed Sales	67,199	99.2	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	309	0.5	xxxxx	6	2	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	180	0.3	xxxxx	5	1			
Sales negotiated through agents, brokers, and commission houses	10,158	15.0	xxxxx	153	26			

(*) - The plants in this classification are engaged primarily in manufacturing or assembling electric and mechanical signs and advertising devices, as well as stamped, embossed, and painted signs of metal, wood, glass, and other materials. (The painting of outdoor signs on billboards, walls, etc., does not come within the scope of the Census, and the printing of advertising matter is assigned to the "Printing and Publishing" industry.) This classification also covers the manufacture of advertising novelties, such as tools, utensils, and other small articles, although the manufacture of similar articles not designed primarily for advertising purposes is not included. The Census of Manufactures reports a preliminary value of products for this industry of $61,171,000 in 1935.

(1) - Includes $1,272,000 purchased merchandise sold without processing and $1,536,000 received for repair work performed at plants.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	688	$47,263 (b)	$8,450	xxxxx	$4,631	xxxxx	$3,819	xxxxx	2,464	380	2,844
Pay roll only	66	3,930	500	12.7	500	12.7	xxxxx	xxxxx	269	39	308
Other expense only	238	9,839	954	9.7	xxxxx	xxxxx	954	9.7	xxxxx	xxxxx	xxxxx
Pay roll and other expense	384	33,494	6,996	21.1	4,131	12.5	2,865	8.6	2,195	341	2,536

(a) - Includes 1,248 full-time and part-time officers and employees, receiving $2,401,000, who were reported to the Census of Manufactures as engaged in production.

(b) - Includes $309,000 transferred to other plants in own organizations by 6 plants, excluded in computing percentages.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

MISCELLANEOUS

Number of Plants	INDUSTRY (*)- Sporting and Athletic Goods	Total Sales Reported
196		$34,987,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distri- buted Sales	Number of Plants		Percent Distri- buted Sales	Number of Plants	
				Total	Selling Exclu- sively		Total	Selling Exclu- sively
Total for Industry	$34,987	100.0	xxxxx	196		xxxxx	242	
To own wholesale branches	9,642	27.6	28.7	13	4	26.8	21	15
To industrial and other large users	1,665	4.8	5.0	41	6	6.1	34	8
To wholesalers and jobbers	13,459	38.5	40.1	133	49	45.0	172	79
To own retail stores	54	(a)	(a)	5	2	--	--	--
To retailers (including chain stores)	8,594	24.6	25.6	111	29	21.0	105	21
To household consumers	214	0.6	0.6	23	2	1.1	38	9
Total Distributed Sales	33,628	96.1	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	390	1.1	xxxxx	5	2	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	969	2.8	xxxxx	19	3			
Sales negotiated through agents, brokers, and commission houses	2,316	6.6	xxxxx	34	--			

(a) - Less than 1/10 of 1%.

(*) - The plants in this classification are engaged primarily in the manufacture of sporting equipment such as that for fishing and hunting (except firearms and ammunition) and for athletic games and sports, such as golf, baseball, football, tennis, skating, as well as related commodities such as exercising machines and other gymnasium equipment and shooting-gallery equipment (not including firearms and ammunition). The Census of Manufactures reports a preliminary value of products for this industry of $34,864,000 in 1935.

(1) - Includes $1,251,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	140	$24,953	$2,858	xxxxx	$1,207	xxxxx	$1,651	xxxxx	422	195	617
Pay roll only	6	682	38	5.6	38	5.6	xxxxx	xxxxx	13	3	16
Other expense only	37	5,241	317	6.1	xxxxx	xxxxx	317	6.1	xxxxx	xxxxx	xxxxx
Pay roll and other expense	97	19,030	2,503	13.2	1,169	6.2	1,334	7.0	409	192	601

(a) - Includes 290 full-time and part-time officers and employees, receiving $538,000, who were reported to the Census of Manufactures as engaged in production.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

MISCELLANEOUS

Number of Plants
113

INDUSTRY (*)-Tobacco: Chewing and Smoking, and Snuff

Total Sales Reported
$170,697,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$170,697	100.0	xxxxx	113		xxxxx		
To own wholesale branches	2,681	1.6	1.7	7	4			
To industrial and other large users	842	0.5	0.5	18	10			
To wholesalers and jobbers	148,892	87.3	94.5	84	51			
To own retail stores	36	(a)	(a)	5	--			
To retailers (including chain stores)	5,189	3.0	3.3	39	9			
To household consumers	45	(a)	(a)	5	--			
Total Distributed Sales	157,685	92.4	100.0	xxxxx	xxxxx		xxxxx	xxxxx
Transfer to other plants in own organization	13,012	7.6	xxxxx	7	3	No comparable information is available for 1929 on these items.		
Sales not allocated to usual channels	--	--	xxxxx	--	--			
Sales negotiated through agents, brokers, and commission houses	56	(a)	xxxxx	4	1			

(a) - Less than 1/10 of 1%.

(*) - The Census of Manufactures reports a preliminary value of products for this industry of $135,445,000 in 1935.

(1) - Includes $2,444,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	79	$105,462	$13,976	xxxxx	$2,289	xxxxx	$11,687	xxxxx	1,205	90	1,295
Pay roll only	6	740	97	13.2	97	13.2	xxxxx	xxxxx	34	2	36
Other expense only	21	18,046	1,622	9.0	xxxxx	xxxxx	1,622	9.0	xxxxx	xxxxx	xxxxx
Pay roll and other expense	52	86,676	12,257	14.1	2,192	2.5	10,065	11.6	1,171	88	1,259

(a) - Includes 77 full-time and part-time officers and employees, receiving $139,000, who were reported to the Census of Manufactures as engaged in production.

DISTRIBUTION OF MANUFACTURERS' SALES: 1935

MISCELLANEOUS

Number of Plants
382

INDUSTRY (*)- Toys, Games, and Playground Equipment

Total Sales Reported
$54,791,000 (1)

TABLE 1 - DISTRIBUTION OF SALES FROM PLANTS

Channels of Primary Distribution	1935					1929		
	Amount of Net Sales (add 000)	Percent Total Net Sales	Percent Distributed Sales	Number of Plants		Percent Distributed Sales	Number of Plants	
				Total	Selling Exclusively		Total	Selling Exclusively
Total for Industry	$54,791	100.0	xxxxx	382		xxxxx	496	
To own wholesale branches	3,603	6.6	6.7	12	2	2.8	20	9
To industrial and other large users	4,773	8.7	8.8	67	36	7.7	98	37
To wholesalers and jobbers	19,257	35.1	35.6	233	73	49.9	352	127
To own retail stores	--	--	--	--	--	--	--	--
To retailers (including chain stores)	25,967	47.4	47.9	248	92	38.5	288	70
To household consumers	521	1.0	1.0	35	3	1.1	55	9
Total Distributed Sales	54,121	98.8	100.0	xxxxx	xxxxx	100.0	xxxxx	xxxxx
Transfer to other plants in own organization	--	--	xxxxx	--	--	No comparable information is available for 1929 on these items..		
Sales not allocated to usual channels	670	1.2	xxxxx	21	7			
Sales negotiated through agents, brokers, and commission houses	3,520	6.4	xxxxx	92	12			

(*) - The plants in this classification are engaged primarily in making all games for adults except those classified under "Sporting and athletic goods, not including firearms or ammunition" and those played with ordinary playing cards classified under "Paper goods not elsewhere classified"; all games for children; toys of all sorts not including children's wheel goods and sleds; conjuring apparatus, puzzles, tricks, and novelties; educational boards; and playground equipment. The Census of Manufactures reports a preliminary value of products for this industry of $52,126,000 in 1935.

(1) - Includes $777,000 purchased merchandise sold without processing.

TABLE 2 - DISTRIBUTION EXPENSES

Plants Reporting	Number of Plants	Total Net Sales (add 000)	Total Reported Sales Expense		Pay Roll		Other Expense		Employees (a)		
			Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Amount (add 000)	Percent of Net Sales	Male	Female	Total
Total Reported	281	$44,921	$5,436	xxxxx	$2,394	xxxxx	$3,042	xxxxx	780	582	1,362
Pay roll only	23	3,567	149	4.2	149	4.2	xxxxx	xxxxx	53	29	82
Other expense only	77	6,112	446	7.3	xxxxx	xxxxx	446	7.3	xxxxx	xxxxx	xxxxx
Pay roll and other expense	181	35,242	4,841	13.7	2,245	6.4	2,596	7.3	727	553	1,280

(a) - Includes 359 full-time and part-time officers and employees, receiving $943,000, who were reported to the Census of Manufactures as engaged in production.

Form 30
Census of Business
A Federal Works Project

Industry No. ____________

File No. ____________

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

CONFIDENTIAL GOVERNMENT REPORT

The law requires every manufacturer to report to the Bureau of the Census and provides penalties for failure to do so. This law also provides that no one not a sworn employee of the Bureau of the Census will be permitted to examine your report, and no information can be given to any person, whether in Government service or in private life, which would disclose, exactly or approximately, any of the facts or figures in your report. This schedule should be filled out promptly and held until called for by a representative of the Bureau.

MANUFACTURER'S DISTRIBUTION REPORT, 1935

This sheet should cover only the distribution and merchandising activities of the plant or plants whose manufacturing activities are covered by the preceding pages of this schedule.

A separate report should be prepared on this form for every manufacturing plant, even though no separate sales department is maintained. Manufacturers' sales branches operated apart from the plants must be reported on Form 31 or 32, Census of Business. Separate reports for administrative or general offices located apart from the plant must be made on Form 99.

1A. DESCRIPTION OF PLANT:

(*a*) NAME OF PLANT ____________

(*b*) NAME OF OWNER OR OPERATOR ____________

2A. NET SALES (Gross Sales Less Returns and Allowances):

(Value of goods, f. o. b. factory, shipped or delivered during the year 1935 from this plant, including purchased merchandise sold without processing.) If exact figures are not available, give the best possible approximations.

(*a*) Of the total net sales or shipments made, give amount of:

(*Omit cents*)

I. Sales or transfers of goods to your ***own organizations*** in the United States:

(DO NOT USE)

(1) Interplant transfers ____________ $

(2) Sales to or through your own wholesale branches (regardless of whether or not stocks are carried) ____________ $

(3) Sales invoiced to your own retail stores ____________ $

II. Sales made to ***other concerns*** in the United States:

(1) Sales to industrial and other large users (sales to manufacturers, railroads, utilities, governmental bodies, hotels, institutions, contractors, oil wells, etc.) ____________ $

(2) Sales to wholesalers and jobbers (including export concerns and supply houses) ____________ $

(3) Sales to retailers (including sales to chains, mail-order houses, department stores, and independent stores) ____________ $

III. Sales to household consumers, including employees (at retail) ____________ $

IV. Sales not distributed above, such as exports invoiced from the plant, etc. ____________ $
(State channel through which sold)

V. TOTAL VALUE of goods sold or shipped from this plant, including direct shipment and sales through agents and brokers. (Total of all entries above; total net sales as shown here may not be the same as value of products reported under Inquiry 7.) ____________ $

(*b*) How much of total sales included above were made through agents, brokers, and commission houses? ____________ $

(*c*) How much of total sales included under "*a*," above, consisted of purchased merchandise sold without processing? ____________ $

3A. EMPLOYEES ENGAGED IN DISTRIBUTION:

(Include only those employees who devote all or the major portion of their time to distribution activities, such as selling, advertising, sales promotion, credit, billing, installing, or servicing goods sold, etc. Do not include any employees used primarily in production or in your sales office or branches, if any, located apart from the plant.)

(*a*) Number of paid officers and employees, as described above, full-time and part-time, employed during any part of a week or other pay period of normal activity (preferably the week or pay period ended nearest the 14th day of the month) in December, 1935, including salaried executives, salesmen, clerks, etc.
Males ____________
Females ____________

(*b*) Number of these, if any, that are also included under Inquiries 4 and 5, page 2
Salaried officers of the corporation ____________
All other employees ____________

4A. DISTRIBUTION COSTS (Not Including Cost of Merchandise):

(Include only costs incurred by the plant covered by this report.)

(*a*) Total salaries and wages, including bonuses and commissions, paid to all employees reported under 3A, above ____________ $

(*b*) State the amount, if any, of salaries and wages included in "*a*," above, that is also included under Inquiries 4 and 5, page 2 ____________ $

(*c*) Distribution expenses ***other than salaries and wages*** incurred by the plant covered by this report ____________ $
(Traveling expenses of salesmen, advertising, credit and collection expenses, losses from bad debts, rent and interest allocated to distribution, and general administrative expenses allocated to distribution.)

CERTIFICATE

This is to certify that the information contained in this schedule is correct and complete to the best of my knowledge and belief, and covers the period from ____________, 193 , to ____________, 193

____
(Signature and official title of person furnishing the information)

____
(Signature of enumerator)

____________, 1936
(Date of signature)

(FOR OFFICE USE ONLY)

(*a*) ____________ (*d*) ____________
(*b*) ____________ (*e*) ____________
(*c*) ____________ (*f*) ____________

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